



John Schmitt

**VP Business Development
FiberLight, LLC**



John Schmitt is a 16-year industry veteran who has substantial experience selling to the entire customer base from SMB to the largest domestic and international carriers in the industry. He has been with FiberLight since 1997 when the company was formerly the construction arm of ACSI. For the past 10 years, John has specialized in establishing new customer relationships for FiberLight while maintaining key relationships requiring

intimate knowledge of the customer's complete history. John has excelled in opening new vertical markets for FiberLight including the company's first agreements to support fiber to the cell tower, data center owned fiber, managed services, non-regulated telco divisions within power companies, and non-domestic based international service providers, among others. John is a firm believer in using the integrity of the business solution as the cornerstone of all relationships, while allowing friendships to develop from the business relationships over time. John's time-conscious customers appreciate his professional and direct manner as well as his knowledge base. John has held seven positions during his 13-year tenure with FiberLight, which has provided him with the breadth of knowledge and insightfulness necessary to find and secure new opportunities where he can learn and provide end-to-end customized solutions for his customers.