



**David P. Stockton**

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**CAREER HISTORY**

**Uptown Services, LLC** (Atlanta, GA, 2002 – present)

***Principal***

Co-owner of a broadband telecommunications consultancy serving municipal and public power companies.

**AT&T Broadband** (Norcross, GA, 1999 – 2002)

***Vice President of Marketing and Sales***

AT&T Broadband was the nation's largest cable operator serving the digital video, high-speed Internet and local telephone sectors. Responsible for developing and executing all marketing and telesales activities within the Atlanta operating region serving 600,000 subscribers. Directly manage staff of 20 marketing professionals and an outsourced telesales center with 250 seats. Manage departmental budget of \$10 million. Responsible for annual revenue target exceeding \$400 million.

**MediaOne, Telenet Operations - Belgium** (1996 – 1999)

***Director of Consumer Markets***

Expatriate assignment in Belgium at Telenet, a joint-venture to provide broadband telephony and high-speed Internet to 2.2 million homes. Responsible for all marketing activities towards the residential market. Reported to the Chief Operating Officer. Supervised a staff of 14 and a budget of \$4 million.

**US WEST, Inc., Strategic Marketing** (Denver, CO, 1994 – 1996)

***Associate Director***

Position responsibilities were to direct market strategy projects and provide consulting for internal clients within the operating divisions on domestic and international projects.

**US WEST Communications**

***Group Product Manager - Custom Calling Services*** (Phoenix, AZ, 1992 – 1994)

Responsible for the largest product group in the division with \$250 million in annual revenues. Managed a staff of two and an annual budget of \$4 million.

***Lead Product Developer - Voice Messaging*** (Phoenix, AZ, 1985 – 1991)

Lead a 35 member cross-functional team in the development, trial, and commercial launch of US WEST's residential Voice Messaging product. Responsible for product design, market research and strategy, product testing, product pricing, and advertising and promotion development and execution. Staff of four and R&D fund of \$3.5 million and advertising budget of \$4 million.

**EDUCATION**

**Arizona State University** (1991)

Master of Business Administration

**University of Minnesota** (1985)

Bachelor of Science, Economics and Statistics