

William Murray, P.E.

Executive Director

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# CITEC

Manufacturing & Technology Solutions

## Objective:

Provide management assistance to manufacturing companies, technology-based businesses, and economic development organizations located in Northern New York in order to help them improve their competitive position by identifying and implementing new business management methods.

## Activities in Northern New York:

Developed and grew an Internet and competitive telephone company across the North Country, designed fiber optic networks, led the Essex County Workforce Investment Board, participated on the North Country Workforce Investment Board, developed business through mergers and acquisitions (M&A), and developed plans for merging culturally-different organizations. Also a member of the Paul Smith's College Alumni Board of Directors.

## Proven Capabilities:

- Business, engineering and consulting management
- Long range planning and management
- Business development strategies
- Strategic implementation of technology for business improvement
- Business plan analysis and preparation

## Experience:

CITEC, Inc., Executive Director, Potsdam, NY (Present); Vice President Business Development at Virtual Back Office Software Inc. (2009 – 2010); Vice President Business Development at the National Rural Telecommunications Cooperative (2004 – 2008); Vice President Operations at Westelcom/Chazy-Westport Telephone Corp. (1995 – 2004); Director of Engineering at TDS Telecom (1989 – 1995); Member of Technical Staff at AT&T Bell Laboratories (1988 – 1989); Network Engineer at NYNEX (1985 – 1988); Industrial Engineer at Watervliet Arsenal (1981 – 1985).

## Education:

1985 MS - Industrial Engineering, Rensselaer Polytechnic Institute  
1981 BS - Forest Engineering, Syracuse University/Environmental Science & Forestry  
1979 AAS – Science, Paul Smiths College, Dean's List.  
Professional Engineering (P.E.) Licensed currently in New York

## Humanitarian Experience:

2007 – Present: Volunteer for the North Country Mission of Hope  
[www.ncmissionofhope.org](http://www.ncmissionofhope.org)

a NIST | Network  
MEP | Affiliate

