

Scott Goldman

Biography



Scott Goldman is a 25-year veteran of wireless - a dynamic, entrepreneurial executive with deep knowledge and contacts in the technology industry. He has worked closely with companies globally in the development, planning and launch of innovative wireless technologies and services.

Mr. Goldman has extensive experience in conceiving and developing startups and has an impressive track record of industry "firsts" and successes. In addition he is a recognized expert in media relationships and influencing government regulatory bodies worldwide.

He currently works with startups in the technology industry as an interim C-level executive and consultant through his consulting firm, The Goldman Group. During the past 25 years he has worked with international clients including AT&T, BellSouth, Motorola, Optus (Australia), D-Tel (Germany), Hughes Satellite (Japan), NEC, CTIA (the wireless industry association) and many others, delivering expertise in corporate structure and restructuring, strategic planning, M&A, targeted demographic marketing techniques, product development, consumer research and the promotion of global standards.

Mr. Goldman is a Director on the Board of Mueller Industries (#739 on Fortune 1000, NYSE: MLI, 2008 Revenues: \$2.7B, #7 on Forbes list of America's Most Trusted Companies) and has been named a "Cellular Industry Pioneer" by Cellular Marketing Magazine, a "Network Standards Superstar" by Network World Magazine and a Fellow (since 1984) in the Radio Club of America (the wireless industry's honor society).

In the mid-1990s, prior to the commercialization of the Internet, he developed the wireless industry's first electronic news-aggregating service, WirelessNOW, which he subsequently built to more than 40,000 daily readers. The company was sold to The Strategis Group - one of the industry's most respected consulting firms - in which Mr. Goldman became a partner and President of the online services division. The Strategis Group was ultimately sold to the Daily Mail Group of London.

Mr. Goldman has gained worldwide notoriety assisting global corporations license, build and operate advanced wireless systems. He was instrumental in the launch of Optus Telecom, Australia's first non-monopoly carrier, and helped oversee growth to \$1B in revenues and 3000+ employees during the first year of operation. On behalf of a multi-billion-dollar consortium he successfully lobbied German government officials to restructure the country's telecommunications tariff structure to ultimately save the cellular licensee \$100M over a 15 year license period. Early in his career he introduced and successfully lobbied for the implementation of a frequency coordination process in Japan for Hughes Satellite, yielding a \$2B+/year revenue stream (and the ultimate sale of the company).

He was a partner in the team inventing and launching the world's first cellular credit card phone; the rights for which were subsequently sold to GTE. During the high-intensity growth period of the cellular industry he developed an internal training program for executives at Nortel, SBC and GTE about wireless technology and history, personally advising and training more than 100 top-level executives and 2000 line-level employees throughout the United States and Canada.

As a speaker and prognosticator of industry trends Mr. Goldman is particularly well-known - he has, at one time or another, spoken at virtually every major wireless industry conference worldwide and has delivered the keynote address at many major Internet and wireless events. He has been interviewed regularly by mainstream print media and many major television networks (CNN, CNC, MSNBC, NBC Nightly and others Videos of Scott Goldman's interviews are available [HERE](#)) about wireless technology and blogs regularly about wireless on TheWirelessWizard.com.

He is married, currently residing in Calabasas, California, active in local civic activities and is an avid long-distance cyclist regularly riding more than 6000 miles per year.