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**Application for Appointment to Board, Commission, Committee, Task Force or Position**

Applicants appointed by the Board of Supervisors will be required to take an oath of office. All applications will be kept on file for one year from the date of application.

**Public Records Act**

Applications are public records that are subject to disclosure under the California Public Records Act. Information provided by the applicant is not regarded as confidential except for the addresses and phone numbers of references and the applicant's personal information including home and work addresses, phone numbers and email address.

**Form 700 Conflict of Interest Code**

[California Fair Political Practices Website](https://www.countyofnapa.org/2051/Find-my-supervisor-and-district)

Please note that appointees may be required by state law and county conflict of interest code to file financial disclosure statements.

**Which Boards would you like to apply for?**

Napa Valley Transportation Authority (NVTa) Active Transportation Advisory Committee (ATAC): Submitted

**Category of Membership for Which You Are Applying**

County Seat

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**Profile**

Jason  
First Name

B  
Middle  
Initial

Dominici  
Last Name

  
Email Address

  
Home Address

Suite or Apt

Napa  
City

CA  
State

94558  
Postal Code

**Which supervisorial district do you reside in? \***

☒ District 2

To find your supervisorial district go to <https://www.countyofnapa.org/2051/Find-my-supervisor-and-district> and enter your address.

  
Primary Phone

Jason B Dominici

GIGG IP Solutions  
Employer

Owner/Principal  
Job Title

IT  
Occupation

## Education/Experience

BS -University of the Pacific - Business - Minor Biology 25+ Years HighTech, Building Automation, Telecom, Cloud

## Name and occupation of spouse within the last 12 months, if married. (For conflict of Interest purposes)

Megan Dominici - Director of Outreach - Justin Siena High School

## Resume

[Jason DominiciResume\\_112823.pdf](#)

Upload a Resume

Letter of Recommendation or Supplemental Attachments

## Professional or occupational license, date of issue, and expiration including status

## References: Provide names and phone numbers of 3 individuals who are familiar with your background.

Bernie Narvaez - Narvaez Insurance Services - City of [REDACTED] an - [REDACTED]  
Mike Bas [REDACTED] Small Business Development - [REDACTED] Paul Oseso - Aegis  
Living - [REDACTED]

## Community Participation

### Please explain your reasons for wishing to serve and, in your opinion, how you feel you could contribute.

I have a strong connection to the Napa County community through a multi-generation Napa family. I have direct experience using the streets, trails and parks for running, biking, and walking. I have a strong civic and service oriented mindset shown through volunteering for many city activities and working with many non-profits. My background is not in public policy, transportation or municipal planning but I have shown related experience in my career in the IT and Technology section where I have done research, planning, development, and implementation for hundreds of clients. I believe my strong communication skills, pragmatic approach, along with a large base of connections will help me in my duties on the committee.

**Nature of activity and community location**

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Rotary Club of Napa Sunrise 18 years (President, Secretary, International Director), Patrick Savage Foundation Board Member, Honorary Commander Travis Air Force Base, Grad Nite Volunteer, Junior Achievement Volunteer, North Bay BMX Volunteer, Napa United Soccer Coach, Napa Little League Coach, Napa Force Lacrosse Volunteer, Vintage High School Athletics Volunteer, Vintage High School Choir Volunteer, Justin Siena High School Athletics Volunteer, The GIGG

**Other County Board/Commission/Committee on Which You Serve/Have Served**

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None

**Public Actions that may impact Credit Rating (List all court or other public administration actions impacting your credit rating within the past ten (10) years)**

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None

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**Electronic Signature Agreement**

**I meet the criteria required to serve in this position.**

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☒ Yes ☐ No

**I declare under penalty of perjury that the foregoing is true and correct.**

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☒ Yes ☐ No

**Please Agree with the Following Statement**

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**By checking the "I agree" box below, you agree and acknowledge that 1) your application will not be signed in the sense of a traditional paper document, 2) by signing in this alternate manner, you authorize your electronic signature to be valid and binding upon you to the same force and effect as a handwritten signature, and 3) you may still be required to provide a traditional signature at a later date.**

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☒ I Agree

**Electronic Signature (First M. Last)**

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Jason B Dominici

**Date**

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8/27/24

# Jason Dominici

A Cloud, Communication, Connectivity Expert helping customers with today's UCaaS, CCaaS, Wireline, Wireless, Communication & IT Managed Service needs.

Phone:

Address:

Napa, CA 94558

Website:

Email:

## \*PROFESSIONAL PROFILE

A congenial and persuasive professional with and a great working knowledge of sales, marketing, project management, HR, finance and operations. Articulate and customer-oriented individual adept at building solid, long-term relationships with clients that lead to repeat business. Enterprising and creative team player proficient at developing innovative programs. Strong background in equipment, telecommunications, network connectivity, SaaS and IT-managed services with excellent analysis and presentation skills.

## \* EXPERIENCE

February 2022 -  
Present

### GIGG IP Solutions Owner Principal

Consultant with clients to determine their telecom needs for UCaaS, CCaaS, Connectivity and Network Security. Once needs are determined I work with suppliers to help negotiate and bring the right options to the table for the customer. Upon contract finalization, I provide implementation and project management support. After implementation, I provide ongoing support of the service with the customer.

July 2019 -  
February 2022

### Mitel Agent Channel Manager - Northern CA, Northern NV & HI

Managing the Mitel relationship for our highly motivated partners and agents. Drive business by generating lead generation through direct contact, training, business planning, marketing campaigns, webinars, demos, in-person meetings and conferences. Work across teams to get customer service and sales needs for my agent community. Work to expand my broad-based industry knowledge to be a trusted advisor to agent business partners.

- 95% of individual 2020 Quota

- 105% of individual 2019 Quota

April 2017 - July  
2019

### TPx Communications (Formerly TelePacific Communications) Enterprise Business Consultant/Strategic Partner Manager

Develop a sales pipeline of UCaaS, Collaboration, Contact Center, Cloud, Data Center, IT Managed Services and Network Connectivity solutions with Enterprise, SLED and medium businesses. Engage with potential customers after developing a funnel of prospects through networking, direct contact, nurturing programs and being a recognized resource in my industry.

I have also developed an exclusively relationship with NWN Corporation to manage our collaborative efforts to sell into the State of California, local government and education as well as other national customers. I engage to provide the necessary data/internet

infrastructure to overlay VoIP, UCaaS, VaaS, SaaS, Collaboration etc.

- 240% of 1st Qtr 2019 Contracted Revenue Goal
- 102% 2018 Contracted Sales
- 2015, 2017 Presidents Cabinet Honoree
- #1 Billed Sales 2017 - \$4 Million in Total Contracted Value (145 Total Direct Reps)
- #3 Contracted Sales 2017
- #5 Contracted Sales 2016
- #5 Billed Sales 2015
- Awarded NWN Corporation - "2015 Carrier Partner of the Year"

October 2014 -  
May 2017

## TelePacific Communications

### Strategic Partner Manager/Enterprise Business Consultant

Develop a sales pipeline of Data, Internet & Voice connectivity services as well as Hosted PBX, Data Center and Cloud UCaaS/SaaS. Engage with potential customers after developing a funnel of prospects through networking, direct contact and being a recognized resource in my industry. I have developed and exclusive partner to manage our collaborative efforts to sell into the State of California, local government and education. I engage to provide the necessary data/ internet infrastructure to overlay VoIP, UCaaS, VaaS, SaaS, Collaboration etc. Through this relationship I act as the main manager for coordinating our provisioning, technical support, IP engineering, network support and routine account management.

March 2008 -  
September 2014

## TelePacific Communications

### Direct Sales Manager

Managing the daily activities of 6 to 7 direct business Account Executives and an annual total contracted value budget of \$5.9 Million.

- 2013 finished 5th out of 22 sales teams percent to quota
- 2012 finished 7th out of 21 sales teams percentage of quota after 12% rise in quota
- 2011 finished 3rd out of 21 teams percentage to quota

Drive daily customer activity appointment setting through cold calls, door knocks and developing networking partners. Provide strategic direction of TelePacific goals and sales targets. Lead team through change with positive reinforcement and consistent hard work. Work with Sr. AE's to provide negotiation input and utilize internal resources close business while maximizing margin for TelePacific. Perform weekly team meeting to review team goals as well as sales and product training. Assist account executives at customer meetings weekly. Provide sales and activity reporting to upper management weekly and monthly. Excellent knowledge of both voice and data circuits such as PRI, SIP, Ethernet, MPLS, VLAN, Cloud, Data Center, Disaster Data Storage and Recovery, Hosted PBX, Managed Services and SaaS.

March 2006 -  
2008

## TelePacific Communications

### Sr. Account Executive

Hunting sales position focused on generating sales of wire line voice (PRI, Supertrunk, Analog, POTS and T1), data (Private Line, MPLS, Colocation) and internet services (DIA T1, Integrated T1, Ethernet).

- Achieved 47% growth in 2007 over 2006 billed revenue.

- Top 25% sales ranking with the average tenure of that sales group being 5+ years.

Developed networking relationships with other B2B sales professionals within the industry and outside the industry creating referral business. Developed monthly marketing newsletter to all vendor base. Created an online website to help develop the Jason Dominici and TelePacific brand.

July 2003 -  
March 2006

## Verizon Wireless Business Account Executive

Generated sales for wireless voice and data products in a regional territory; while managing current customer base.

- 2005 results 94% of new business quota and 101% of repeat business quota.
- 1st (150%) and 3rd (119%) Quarter 2005 Achiever Circle Winner.

Handle customer service and account management role with current base. Participate in developing marketing opportunities such as business and association phone fairs. • CDMA, GSM, EVDO, 3G

December 1999 -  
July 2003

## BioView.com a Monster.com Company National Sales Manager

Performed national sales duties for a popular Internet career property focused on biotechnology and pharmaceutical jobs.

- Increased annual advertising sales from \$200K to over \$800K
- increased company representation from 30 to over 120 companies in just two years.

Responsibilities included developing sales plans and promotional programs; developing a group of sales reps; initiating cold calls for new business and following up on renewals; managing accounts and providing customer service; and managing and attending trade shows. Actively participated in developing BioView.com's strategic direction. Instrumental in growing BioView.com prior to it being purchased by Monster.com.

February 1998 -  
December 1999

## SimplexGrinnell Business Alarm & Detection Consultant

March 1997 -  
February 1998

## IKON Office Solutions Account Manager

June 1996 -  
March 1997

## Boehringer Mannheim Diagnostics Data Planning and Finance Internship

### \* EDUCATION

1992 - 1996

## University of the Pacific - Eberhardt School of Business BS, Business Major - Marketing, Minor Biology

Activities and Societies: Phi Delta Theta Intramural Sports - Multiple  
Greek Council President & Treasure, Phi Delta Theta Social Chairman

## \* VOLUNTEERING

February 2020-  
February 2022

Travis AFB Honorary Commander  
Civic Outreach

August 2005 -  
Present

Napa Sunrise Rotary Club  
Civic and International Service

Board Secretary - 2020-Present

Club President - 2017-2018

Club International Director - 2010-2011

District 5130 Emerging Young Leaders Co-Chair - 2017-2019

April 2007 -  
Present

Junior Achievement USA  
Youth financial literacy, work readiness, and entrepreneurship  
Volunteer Teacher

December 2009 -  
Present

Patrick Savage Memorial Corporation  
Awareness  
Advisory Board Member