

## **Kevin G. McGibben**

Kevin McGibben is Founder and CEO of 32 South, Inc. and McGibben International, Inc. (MI). Founded in 2001, MI is telecommunications equipment provider to telecom operating companies in the Americas. Established near Silicon Valley, California, MI maintains a subsidiary sales office in Mexico City and partner company alliances throughout the Americas. In parallel with MI, McGibben founded 32 South, Inc. in 2007. 32 South is an International Market Development consultancy that assists established companies to expand their business into Latin America ([www.32-south.com](http://www.32-south.com)). McGibben is also a Co-Founder and Board Advisor of a newly licensed VOIP Services Provider in South Africa, PrimeTel (Pty) Ltd.

Prior to his current activities, McGibben gained extensive experience in the high-technology sector in evaluating market opportunity, establishing marketing and distribution strategies, and implementing successful business structures for managing technology businesses in the Americas and other emerging markets. McGibben has over thirteen years of experience of extending business into emerging markets.

McGibben received his bachelor's degree in History, and later an MBA in International Marketing from the University of Arizona. In addition to the corporations founded noted above, McGibben's employment has included several international management and executive positions with Fujitsu, Tekelec, CIDCO and CIDCO Communications.

With an interest in maintaining close ties to his community, McGibben is a member of the Institute of the Americas (at UCSD), and a long time member of the International Trade Committee of the California Chamber of Commerce, including membership to the Chamber's Coalition for Fair Trade. In addition, he is former President of the Board of the Opal Cliffs Park and Recreation District and previously served as an elected official as a local Public Schools Trustee.

McGibben is an Adjunct Professor lecturing on International Market Development Strategy and Implementation for the MBA program of the Fisher Business School at the Monterey Institute of International Studies in Monterey, CA.

McGibben currently resides in Santa Cruz, CA, with his wife and three children. You can contact McGibben via telephone (831-475-6900, e-mail ([kevin@32-south.com](mailto:kevin@32-south.com)) or regular mail (P.O. Box 468, Santa Cruz, CA 95061).