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Clearfield Appoints Rosa Burns as New Chief Revenue Officer

Former 3M and Alcatel Sales Executive Heads Up Global Sales Team

MINNEAPOLIS--(BUSINESS WIRE)-- [Clearfield, Inc.](#) (NASDAQ:CLFD), the specialist in fiber management for communication service providers, has appointed Rosa Burns as its new Chief Revenue Officer. In this role, Burns will be responsible for leading all sales aspects of the company. The newly created position marks a key milestone in the company's growth strategy to leverage national carrier approvals and master purchase agreements gained to-date. Clearfield aims to be the preferred supplier of fiber management and fiber delivery solutions among broadband service providers and this appointment is one important step toward achieving that status.

Burns is a seasoned sales leader that brings to Clearfield more than 20 years of experience in fiber optic equipment sales. During her career, Burns has successfully established extensive relationships with major service providers in telecommunications. Starting her career as an engineer in the utility and telecommunications industry, Burns gained extensive technical knowledge of communications networks in both the US and Latin America. Throughout her career, Burns has been responsible for revenue generation, sales strategy, and business development. Her most recent experience includes leading the national AT&T account team for 3M and previously serving large key accounts at Alcatel (now Prysmian). Burns received both a bachelor's and Master of Science degree in Mechanical Engineering from Texas A&M University.

"We are very excited to have Rosa onboard to help further position Clearfield as an innovative leader in the field of fiber management and fiber optic delivery," said Cheri Beranek, CEO of Clearfield. "Rosa is a proven industry sales executive with significant expertise in value creation and has a strong record of leading sales organizations. She brings a wealth of strategic and commercial experience that will elevate Clearfield to the next level as we demonstrate our industry-leading Fiber-to-the-Anywhere solutions."

Burns commented: "Clearfield has successfully deployed its technology with hundreds of broadband service providers to millions of homes, businesses and antennas. This sets a great foundation for scalability that will serve large global carriers looking to expand their fiber infrastructure. Clearfield's disruptive innovation, strong brand and customer-focused approach are exactly what attracted me to join the organization, and I'm eager to contribute to its continued success and help grow the organization."

About Clearfield, Inc.

Clearfield, Inc. (NASDAQ: CLFD) designs, manufactures and distributes fiber optic management, protection and delivery products for communications networks. Our "fiber to anywhere" platform serves the unique requirements of leading incumbent local exchange carriers (traditional carriers), competitive local exchange carriers (alternative carriers), and

MSO/cable TV companies, while also catering to the broadband needs of the utility/municipality, enterprise, data center and military markets. Headquartered in Minneapolis, MN, Clearfield deploys more than a million fiber ports each year. For more information, visit www.SeeClearfield.com.

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