



2020 Ones to Watch: Robert Bianco, Hylan

February 18, 2020 - Spotlights

Name: Robert Bianco

Company: Hylan

Title: VP Business Development

How do you contribute to your community or your profession?

In my role of VP of business development for Hylan, I work hard at developing and closing company sales, liaising with and securing new partners, and overseeing marketing plans that include implementing new strategies and tools for Hylan and all of its company divisions. I am proud to represent a company with a strong history and core values and that is dedicated to customers, the community, and thrives at the forefront of building the infrastructure of the future. For the industry as a whole, I extend my expertise and thought leadership to a variety of publications, including NYREJ, and have participated on speaking panels relating primarily to optimal network solutions, infrastructure and smart cities. I am a member of the Manhattan Chamber of Commerce, REBNY, and am an associate board member for the SCTE-ISBE.

What can our political leaders do to increase equality in the workplace?

Stop the arguing and put the focus on the American people, and more important issues we as a nation face. We need to start working together to better this country because what is happening today is dividing us as a nation.

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

In April 2010, I made my entry into managing the Greater NY Metro market, building fiber networks and working within the commercial real estate space, as tw telecom (now CenturyLink)’s VP and general manager of the NYC Metro region. Since working in this key role, I quickly earned a solid reputation among customers, partners, and commercial property managers throughout the city and metro region, and in the industry as a whole. When Superstorm Sandy afflicted the area in 2011, my team and I provided a significant amount of help and relief aid to the region, and all the while, our ethernet networks were 100% up and running.

What led you to your current profession?

Solid industry relationships that I have built and the desire to work for a company where I could

grow, and most importantly, be part of something that is beyond just a business—but rather a group of people, a family, dedicated to the mission of “connecting our future.” Across all Hylan Cos., I am blessed to work with a talented, trusted management team, and a large, well-trained workforce with knowledgeable and professional engineers, construction managers, foremen, laborers. The work we do is so diverse, and it’s challenging, and I am inspired every day.

What do you like most about your job?

Most definitely, the people. We are a family here, and we treat our customers and partners the same. I am proud to represent a company with a strong history and core values and that is dedicated to customers, the community, and thrives at the forefront of building the infrastructure of the future.

Who or what inspires you?

My family, above all.

If your life were made into a movie, what actor would you want to portray you?

Leonardo DiCaprio—excellent actor, and he would be able to capture my hustler attitude (and New York dialect!) pretty well.

What social media platform do you use the most professionally?

LinkedIn, of course—check me out! I’m always on there—it’s the perfect place to engage professionally.

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