JOSEPH SCHLEGEL

SUMMARY

I enjoyed a successful 27-year career with Verizon, all within Sales and Sales Leadership. My experience included transformations in the telecom industry, (wireline to internet to wireless, utility to professional services), as well as mergers/acquisitions, hiring, firing and reorganizations. All the challenges that occur with managing the melding of cultures within Fortune 50 organization has given me a unique perspective on the business world and provided me with a wealth of war stories.

My goal has always been to use my skills in leadership, teamwork, creativity and emotional intelligence to help others, whether in the business or academic arena. My core philosophy is people buy from people who they like and people they trust.

Upon retiring from Verizon, I moved into two parallel careers: consulting for Business Development/Recruiting and teaching at the College level. Using the same skills honed during my sales career, I have been able to make connections and build relationships in both areas.

EXPERIENCE

Educational Experience

2016 - Current Seattle University, Seattle WA

Lecturer, Albers School of Business and Economics

- Consistent high student evaluations while teaching at both the Graduate and Undergraduate levels.
 Modalities include face-to-face, asynchronous online and synchronous online courses.
- Helped pilot the Online MBA program and taught OMBA 5210 Stakeholder Relationships since inception of program in 2020.
- Designed/piloted OMSBA 5240 Managing Data for Stakeholders
- Undergrad and Graduate courses taught include:

MGMT 3000	Principles of Management
MGMT 4890	Strategic Management (Capstone)
MBA 5210	Stakeholder relationships
MBA 5500	Competitive Strategy
MSBA 5240	Managing Data for Stakeholders

2014-2016 University of La Verne La Verne, CA

Adjunct Professor, College of Business and Management

- Consistent high student evaluations while teaching at both the Graduate and Undergraduate levels. All face-to-face courses.
- Courses taught:

Strategic Leadership

Principles of Management

Business Experience

2016-Current CM Solutions

Monrovia, CA

Vice President / Talent Acquisition

- Transitioned as our Staff Augmentation line of business blossomed into largest revenue source for company. Today we are 50 employees with \$13M in revenue.
- Designed HR governance program which included retaining legal support, background/drug screening and training modules for all potential employees.
- Duties include managing the social media employment sites, (Indeed, LinkedIn), reviewing resumes, phone interviews and recommending for next steps to certain clients.
- Leading our staff augmentation team via development of trust with our candidates and our clients.

2013-2016 CM Solutions

Monrovia, CA

Vice President / Business Development

- Brought on board to transform the culture from engineering to business development through relational selling. Main responsibilities were to find new opportunities, grow relationships within the industry and find new talent to supply our Staff Augmentation division.
- Helped grow the company from <\$1M to over \$5M in three years. We grew from 5 employees to 23 in the same time period.
- Implemented Salesforce.com as the CRM database for sales tracking and single point repository for all proposals and collateral. Introduced sales funnel management and solution selling to employees.
- Redesigned company website and implemented a search engine optimization program to increase company exposure on the web. www.thecmsolution.com

2007-2013 Verizon Business

Bloomington, CA

Director of Sales

- Led 4 teams with multiple account managers and support people for Public Sector in entire state of California.
- Solution/Consultative selling to education vertical, (higher education and K-12), local and regional governments. Products included Cloud, Security, CPE and landline services to support LAN/WAN as well as Verizon Wireless service, (M2M).
- Team was responsible for \$54M in billed revenue. Exceeded sales objectives 5 of the 7 years with YoY growth every year.
- Developed Verizon University to cross train the Verizon Wireless and Verizon landline sales personnel. Created joint teams to support like accounts.
- Successfully merged MCI culture into the Public Sector market for which MCI had very little success penetrating previously.
- Led transition from a service provider, (Network services) into a solutions provider, (Cloud, Security, Professional Services).
- President's Club 2007

Ontario, CA

Regional Sales Manager

- Opened sales office in Ontario with merged inside and outside reps. Geographically based Small/General Business market that eventually moved into major/named accounts, (Sempra, Edison, Kaiser, Transamerica, as well as Public Sector accounts).
- Evolved into a Public Sector vertical with 12 reps who were responsible for \$35M in annual billed revenue.
- National Sales Manager of the Year, 1997. Presidents Club 2001, 2003

1986-1992 GTEL/GTE

Thousand Oaks/Norwalk, CA

Account Manager

- Moved through the ranks starting as a telemarketing representative up to Sr. Account Executives supporting County of Los Angeles account.
- Developed a teamed relationship where one inside sales rep supported two outside reps. Increased sales by \$2M in first year of implementation. Later became national model for GTE.
- Winner's Circle/President's Club winner 1988-1992. Awarded to top 10% of sales in company.

EDUCATION

2010-2012 University of Redlands

Redlands, CA

MA, Management, Whitehead Leadership Society

1979-1984 Humboldt State University Arcata, CA

BS, Natural Resources, Minor Communications