

# JOSEPH SCHLEGEL

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## SUMMARY

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I have successfully used my leadership skills to coach, drive and support a sales team for a Fortune 20 organization. I have experienced many changes within the telecom industry, both surviving and thriving throughout my career. My goal is to use this experience to help a company that focuses on teamwork, creativity and emotional intelligence.

I have led my team through four significant mergers within Verizon and we were able to continue performing as one of the top teams nationwide, (GTE/Contel, GTE/Bell Atlantic to form Verizon, Verizon/MCI and Verizon/Verizon Wireless).

My core philosophy is that people buy from people who they like and trust.

## EXPERIENCE

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2017-Current Seattle University, Seattle, WA

*Adjunct Professor, Albers School of Business and Economics*

- Undergrad and Graduate teacher for Principles of Management and Strategic Planning at Seattle University.

2015-2016 University of La Verne, La Verne, CA

*Adjunct Professor, College of Business and Management*

- Undergrad and Graduate teacher for Principles of Management course at University of La Verne, (top private schools in the United States according to US News and World Report annual ranking).

2013-Current Construction Management Solutions, (CMS) Monrovia, CA

*VP Business Development/Consultant*

- Brought on board to transform the culture from engineering to business development through relational selling. Main responsibilities are 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 25 in the same time period. We recently

were selected as one of the providers for Los Angeles World Airports \$250M Project Controls bid.

- Designed HR governance program which included retaining legal support, background/drug screening and training modules for all potential employees.
- Implemented Salesforce.com as the CRM database for recruiting, 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
- Responsible for identifying, recruiting, screening and placing talent for our clients who use outsourced Project Controls personnel in their business.

2007-2013      Verizon, (Verizon Business)      Bloomington, CA

*Director of Sales*

- Led 12 account managers and 24 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.
- Led transition from a service provider, (Network services) into a solutions provider, (Cloud, Security, Professional Services).
- President's Club 2007

1993-2006      Verizon (GTE/Bell Atlantic merger)      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 Executive 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

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2010-2012      University of Redlands                      Redlands, CA

- MA, Management, Whitehead Leadership Society

1979-1984      Humboldt State University                      Arcata, CA

- BS, Natural Resources, Minor Communications