

# JOSEPH SCHLEGEL

## SUMMARY

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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

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### 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



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 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**

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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