

Marco Island City Council Vacancy Application | Nov 2024

Richard Schulte



Last Name: Schulte

First Name: Richard

Street Address: 186 Greenbrier St

City: Marco Island

State: Florida

Zip: 34145

Mobile Phone: 703-304-8555

Email: RSchulte@SchulteDeltona.com

Organization: City Council

How long have you been a resident of Marco Island?

- 5-10 Years

Are you a qualified elector of the City?

- Yes

Have you previously served on the City Council for more than eight [8] years?

- No

Have you ever been convicted or found guilty of a criminal offense (any level felony or first degree misdemeanor only)?

- No

Would you (or any organizations with which you are affiliated) potentially benefit on a personal level from decisions or recommendations made by this board?

- No

Do you currently hold public office?

- No

Do you now serve, or have you ever served, on a Collier County or City of Marco Island board or committee?

- No

Please list your community activities and positions held (Example: Civic clubs, neighborhood associations, etc.

- Marco Island Optimist – flag football coach (son's team)
- Gulf Coast Little League – assistant baseball coach (son's team)

Why do you want to serve on the City Council?

I feel I have a responsibility to the voters and to the Mackle / Deltona vision for Marco Island; all the people who worked and continue to work to evolve that vision into the future. Marco was conceived as, and is, a community of second-home owners, a retirement community and a community for the people who support and build the island. I can help preserve the fabric of this vision while also expanding it as the island must chart its course alongside the continuing growth of Collier County and the State of Florida.

**What issues do you think should be addressed by the City Council?
(Priorities)**

- The voters' priorities
- Operations: police & fire, infrastructure (freshwater quality, seawater quality, roads, bridges, sewer, streetlights, sidewalks, parks, long-term capital improvements
- Efficiency (assets, finances, resources)
- Beautification and environment
- Growth
- Responsible governance


11/19/24

Resume

Richard Schulte

Based in Marco Island, Florida

703-304-8555 m

RSchulte@SchulteDeltona.com

Professional Experience

COO & Co-founder

Salesbroom | Aug 2020 – Present (4 yrs 4 mos)

- Co-founded a startup focused on CRM data cleaning and enrichment for Salesforce, HubSpot, Dynamics, and other platforms.
- Services: Deduplication, data cleaning, enrichment, maintaining job status, updating outdated contacts, data migrations.

Real Estate Associate

Horizons by the Sea, Inc. | 2021 – Present (3 yrs 11 mos)

- Licensed real estate professional managing client transactions.

Executive Vice President & Co-founder

Salesbroom | 2011 – 2019 (8 yrs)

- Led business development and operations

Sales Consultant

eMed Partners | 2013 – 2016 (3 yrs)

- Acquired new medical clients in orthopedics, internal medicine, and ophthalmology.
- Trained physicians on expanding their practices.

Executive Vice President

PingTone Communications | 2004 – 2010 (6 yrs)

- Led sales and marketing for a Cisco VoIP and SaaS startup acquired by Fusion in 2014.
- Key clients: Hughes Network Systems, Embraer Aircraft, US Tax Court, and Lockheed Martin Satellite.

Vice President, Sales & Marketing

PingTone Communications | 2002 – 2004 (2 yrs)

- Built sales channels for Cisco VAR and Satellite VSAT (very small aperture terminal) technologies.
- Delivered sales training to 1,000+ partners and executives.

Vice President, Head of Enterprise Sales

Blue Ridge Networks | 1999 – 2002 (3 yrs)

- Created and built an enterprise channel sales model enabling our management team to close a \$10M venture capital raise.
- Clients: Port Authority of NY & NJ, Lufthansa, Space Imaging and Caterpillar.

Account Manager, Major Accounts

Verizon Business (formerly MCI Worldcom) | 1999 – 1999 (Less than a year)

- Closed major accounts, including The State of Ohio and Smith & Nephew.

It was during this time that I discovered Blue Ridge Networks and created a channel partnership between the companies so my team could sell the Blue Ridge BorderGuard VPN service over MCI Worldcom Internet (the internal MCI Worldcom solution "Xedia" had failed). Based on several quick successes, I met with the CEO of Blue Ridge, John Zett, and joined the company to roll out the VPN service to the rest of MCI WorldCom sales teams.

COO

TriTex LLC | 1996 – 1999 (3 yrs) | Miami/Fort Lauderdale Area

- Startup acquired in 1998 by a franchise unit of Texaco. Tritex built and operated retail automotive Xpress Lube service centers under a co-branding agreement with Texaco.

Led all business development and marketing activity, operations, store expansion, construction of new locations, advertising campaigns, customer experience management. Conceived and closed a first of its kind real estate deal with Saudi Aramco.

Education

Yale University | B.A. Economics

- Concentrations: Behavioral Economics, Accounting, English, Military History, and Film History.
- Yale Football: 30 game starting wide receiver. Yale Dining Halls: dish washer, cook (4 years)

Christopher Columbus High School | High School Diploma

- Academic 1st Honors. AP coursework: American History, European History, Calculus, English
- Activities: Football: starting wide receiver, Florida State Championship (14-23 L). Golf: Miami-Dade County Tournament of Champions. Baseball: outfielder, led team in batting average (.417).

Licenses & Certifications

- Real Estate Sales Associate – Florida Department of Business and Professional Regulation
- Series 7 – FINRA