

# RICHARD FLEISCHER

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## TELECOM PROJECT MANAGER

*Growth-focused leader with 30+ years' accomplishment managing Telecom Services to ensure top efficiency, competitive cost, and reliable performance resulting in customer-satisfaction.*

### — AREAS OF EXPERTISE —

New Product Launches • Account Development & Growth • Ongoing Needs Assessment  
Consultative & Solution Selling • Exceeding Revenue Goals • Long & Complex Sales Cycles  
Contract Negotiations • Client Satisfaction & Retention • Project Management

### — CAREER ACCOMPLISHMENTS —

Grew annual Core Revenue-base from \$8.8M to \$15M.  
Exceeded sales goals from 1999 to 2006 and attained President's Club level five years.  
Cisco Sales exceeded 100% of quota every year from 1999 to 2006.  
Earned the #1 Sales Performer in the branch in 1989, 1990, 1993, 1995 and 1996.  
PMP Certification 2017.

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## PROFESSIONAL EXPERIENCE

LME Consulting, 2006 – Present

### **CEO/President/Business Development/Consultant**

Established "S-Corporation" with a primary focus on IT and Telecom professional services and consulting. Engage in new business development to establish a client base in various industries, including Healthcare, Enterprise, and Government organizations. Generate sales by networking, referrals and cold-calling. Provide excellent services through Telecom cost reduction, Project Management, Cisco SMARTnet audits, network assessment, requirement development, request for proposal, VoIP architecture design and implementation. Telecom Platforms include; Avaya, Cisco, Toshiba, ShoreTel, Asterisk and Cloud Managed Services.

#### *Key Accomplishments:*

- Reduced a global wholesale pharmacy company annual Datacom cost \$2M and annual Telecom cost \$1.6M.
- Developed a Telecom Expense Management (TEM) auditing practice that billed customers on Contingency. Generated over a million dollars in savings for customers.
- Discovered grant opportunities for Healthcare companies that qualify for the USAC Rural Healthcare program.
- Project Managed and provided Subject Matter Expertise (SME) on a large (\$80M) State of California migration from legacy PBX to VoIP.
- Consulted, Designed, and Implemented a 300-user Healthcare PBX migration to Cloud-based VoIP services.

Pacific Bell, SBC, ATT, 1999 – 2006

### **Senior Account Manager**

Managed and led seven-member Account Team to serve large Northern California Healthcare Customers. Used a "High, Deep, and Wide" sales strategy to develop strategic plans for business

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initiatives. Sold a variety of ATT products and network services, including ISDN, Internet, ConferenceNow, RLAN, ATM, Frame Relay, DSL, SONET, Gigaman and MPLS. Sold hardware items, including Cisco, Nortel and Tsunami.

*Key Accomplishments:*

- Grew annual Core Revenue-base from \$8.8M to \$15M.
- Exceeded sales goals each year and attained President's Club level in 2000, 2002, 2003, 2005 and 2006.
- Consistently earned highest rating in Customer Service quality surveys.
- Cisco Sales exceeded 100% of quota every year from 1999 to 2006.
- Sold and provisioned SBC's first Gigaman sales and first large-scale MPLS WAN solution for Sutter Health.

AT&T, Lucent Technologies, 1989 – 1999

**Senior Account Manager**

Sold, designed and provisioned Lucent Communications systems, including Definity, Merlin Legend, Partner ACS and a variety of voice mail systems for small to medium size businesses. Established as early adapter on many emerging technologies, including ATT Systemax writing, wireless, Ethernet, Conversant (IVR) and Unified Messaging.

*Key Accomplishments:*

- Recognized as the #1 sales performer in the Cal-Neva branch in 1989, 1990, 1993, 1995, 1996 and consistently honored at the Achievers Club.

Paine Webber, 1985 – 1988

**Investment Executive**

Sold investments, including stocks, bonds, mutual funds and insurance. Excelled at working within a fast-paced environment with time and detail-sensitive items.

*Key Accomplishments:*

- Selected to attend Leadership Development Training for top 20% of producers.

Allnet Communications, 1983 – 1985

**Senior Account Executive**

*Key Accomplishments:*

- Acknowledged as top producer in the Sacramento sales office in 1983 and 1984 with over 125% of quota attainment.

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**EDUCATION AND VOLUNTEERING**

**Master of Business Administration**, GPA: 3.8  
UNIVERSITY OF PHOENIX

**Bachelor of Arts in Marketing**, GPA: 3.2  
CENTRAL MICHIGAN UNIVERSITY

Volunteer Experience:

Ancil Hoffman Golf Club, Board of Director 2014 to Present, Arden Arcade Rotary, 2006 to 2013