

RANDY E. KING

23413 N. 80th Way, Scottsdale, AZ 85255 • 800.913.1359 • 480.515.1359 • rking23@cox.net

SENIOR EXECUTIVE: CHAMBER DEVELOPMENT, MARKETING & BUSINESS LEADERSHIP

As a senior leader with the US Chamber of Commerce, author of 8 national/international best-selling books on leadership & business development, founder of computer software and sales/marketing companies, keynote speaker and adviser to many Fortune 500 companies, featured guest on many radio and TV shows, and co-producer of a high value website, Randy E. King has leveraged his knowledge, experience and network of contacts to improve revenue from \$1.5 million to \$126 million in a 14 year period, reduce staff turnover by 50%, lead top sales teams that averaged 189% of quota 15 years in a row, create a positive national/international reputation, and earn numerous awards along the way.

Core Competencies & Strengths Include:

- Strong Leadership
 - Strategic Planning
 - Effective Communication
 - Strategic Sales Enhancement
 - Staff Recruitment & Retention
 - Charity & Fundraising Event Planning
 - Develop Brand Recognition
 - Sales Team Leadership Training
 - Customer Acquisition & Retention
 - Program Development and Implementation
 - Market Evaluation, Penetration & Expansion
 - Organizational Dues & Non-Dues Development
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PROFESSIONAL EXPERIENCE:

CHAMBER ENHANCEMENT GROUP LLC / CHAMBER DEVELOPMENT SOLUTIONS, Scottsdale 2004 - Present

President / CEO

- Developed and implemented best practice strategies for chamber of commerce dues and non-dues programs.
- Facilitated training sessions and board retreats for chambers of commerce, including: American Chamber of Commerce Executives (ACCE) & Western Association of Chamber Executives (WACE).
- Co-producer of StoriesofUSA.com – a popular website focused on US history, American patriotism & success in America that has been viewed by over 90% of the world and translated into 14 languages.
- Founder of Dream2Achieve – a program for youth leadership development.
- Acquired \$1.2 million in contracts within first 8 months of inception.
- 2010 faculty member of the US Chamber of Commerce Institute of Organizational Management (IOM).
- Designed enhancement program for the Arizona Department of Tourism.
- Informed and perceptive about State and National legislative policies.

SPORTS DISPLAY INTERATIONAL, Scottsdale, AZ

2001 – 2004

Western Regional Sales Coordinator

- Developed and implemented recruiting and retention methods and strategies nation wide.
- Developed leadership programs throughout US and Canada.
- Managed 30 to 35 commissioned sales reps over 9 states.
- Achieved sales of 150% over regional goal.
- Acquired 50% to 75% increase in sales each year.
- Moved from last place to first place in sales within 10 months.
- Developed successful replacement within 16 months.

WINNER'S LEGACY INTERATIONAL / MINDWALK SOFTWARE, Scottsdale, AZ

1999 – 2001

President / CEO

- Created and developed sales management and tracking system software that improved productivity, increased management effectiveness, improved customer relationships and reduced operating costs.
- Acquired accounts with major corporations, such as: UtiliCorp Energy Solutions, GE Financial, Foster Financial Group, Brinks Home Security, NFIB and Sports Display.
- Operated with profits from their inception.

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US CHAMBER of COMMERCE, Washington, DC

1986 – 1999

National Senior Project Director (“Major Metro Development” Project)

Division Sales Manager (Western & Southwestern Region: 17 States)

National Training Council

Region Sales Manager (Cascade Region: 8 states covering the Pacific Northwest)

District Sales Manager (Los Angeles, San Francisco, Portland, Seattle, Phoenix, Houston, Dallas)

Area Sales Manager

Legislative Sales Executive

- Raised \$126 million in 14 year period in dues income.
 - Improved District's overall sales rankings from #40 to #1 in 9 months.
 - Managed sales team that achieved average sales of 189% of quota for 15 years in row.
 - Developed national training program in which 85 sales managers participated.
 - Designed and implemented successful “Major Metro Development” Project, which is a B2B development program that was rolled out from coast to coast.
 - Managed 135 commissioned sales executives, 26 managers and 15 trainers.
 - Received numerous awards for accomplishments in Divisional/Regional Sales, Market Penetration, Revenue Growth and National Top 2.
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AUTHOR (Published Works, Industry Seminars & Keynote Speeches):

- Victory System for Career Change (Book*) © 1999
- Grow Your Company Grow Yourself, Together Dominate the Market Place (Book*) © 2001 (1st ed.), © 2010 (2nd ed.)
- Chamber P.R.I.D.E. (CD / Keynote Speech) © 2008
- Chamber Sales Force Optimization – Module 1 (Best Practice Manual / Seminar) © 2008
- American P.R.I.D.E. By and For Our Young Americans (Book*) © 2009
- The Art and Science on How to Ask for Money and Get It (White Paper) © 2009
- Your Chamber Has to Flex It's Muscles to Get Your Members to Join, Stay & Pay (CD / Seminar) © 2009
- American P.R.I.D.E. (CD / Keynote Speech) © 2010
- Sales Survival Tips for Today's Economy (White Paper) © 2010
- Legacy Leadership, Leading Yourself and Others to Greatness (Book*) © 2010
- A Sales Leader's Guide to Building the High-Impact Sales Force (White Paper) © 2010
- Finding Your Chamber's Next CEO (White Paper) © 2011
- Left Center Right – What is BEST for America (Book*) © 2011
- Is Anyone Listening - True Teens, Real Stories, Young People Hoping to Make a Difference (Book*) © 2011

* All books published by Road Scholar Publishing Group

Advisory Council to Board / Executive Director: Welcome Home Troops

CEO Advisory Council: US Green Chamber of Commerce

Fundraising Advisor: Arizona GOP

Advisor/Presenter: YMCA's Yleaders Youth & Government Program

REFERENCES / SOCIAL MEDIA PRESENCE:

- **LinkedIn:** randyeking
- **Twitter:** @randyeking
- **Facebook:** Randy E King
- **Google:** Author Randy E King
- **Youtube:** storiesofusa
- **Websites:** randyeking.com, storiesofusa.com