

# Richard Augusta Butler, Jr.

## Key Qualifications

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- 10+ years experience in managing diverse teams through critical/sensitive assignments
- 10+ years providing superior service in managing client opportunities
- Proven Track record of exceeding sales goals and expanding client base

## Work Experience

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### **National Society of Black Engineers Jr - Howard County Chapter (HoCo NSBe Jr)**

Founder, Advisor

September 2015 - Present

- Established winning organization focused on increasing the number of culturally responsible youth interested in science, technology, engineering and mathematics (STEM) careers.

### **ButlerWatson Institute (BWI)**

President

April 2017 - Present

- Contributing to collaboration of diverse technology organizations (ITSMF, BDPA, HEENAC, SHPE, NSBE)
- Instrumental in the establishment of the 50K Coalition

### **Butler Communications and Technology Solutions (B-Comm Tech)**

CEO

February 2015 - Present

- Provide human resource solutions and diversity training to top financial institutions, technology organizations and government agencies
- Design and Implement broadband network solutions for municipalities and universities
- Coordinate outreach programs promoting STEM careers for students

### **Career Communications Group, Inc. (CCG)**

Vice President of Government Relations and Corporate Solutions

February 2009 - February 2015

- Responsible for evaluating profitability of proposals and team productivity.
- Monitored DSO, analyzed data and provided recommendations to senior Chief Financial Officer.
- Ensured adherence of policies/regulations set forth by the company
- Coordinated engagements of senior executives at national events (7000+ participants).
- Played a critical role in collection transformation including evaluating processes and implementing changes to optimize recoveries
- Oversaw and trained staff on multiple software upgrades and new software deployments
- Developed and maintained productive work teams to provide innovative solutions to address specific client needs

### **Career Communications Group, Inc. (CCG)**

Director of Corporate Sales and Special Projects

February 2007 - 2009

- Managed entire sales process (presentation/proposal/product delivery/payment collection)
- Exceeded sales goals in sponsorships (over \$2.5M annually)
- Developed and maintained relationships with top clients (approximately 40% of company's total revenue)
- Special Projects - press briefings, contractor negotiations, conference coordination
- Developed groundbreaking product increasing sponsorship 500%
- Initiated a Summit for diversity solutions organizations - Project 2050

**Southwestern Bell, PaeTec, ArchWireless**

January 1998 - December 2006

Senior Sales Director

- Managed the wireless sales and training for corporate and government clients
- Lead sales team of customer premise equipment.
- Managed the "SAVE TEAM" reducing churn by 65%

**SmithKline Beecham Clinical Laboratory**

August 1992 - December 1997

Director Test in Question (TIQ)

- Managed team of technicians in resolutions to full range of specimen submissions and testing results issues

**SmithKline Beecham Clinical Laboratory**

July 1988 - August 1992

Regional Manger - East Coast Accessioning Centers

- Managed team of phlebotomists in 200+ accessioning centers from Maine to Florida.

**Farbiol / Valspar**

May 1986 - June 1988

Quality Control / Rsearch and Development Lab Manager

- Coordinated testing and reporting of current and future products related to company's powder coatings and thermoplastic adhesives

## Education

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**Bachelors of Science**

University of Maryland, Eastern Shore

- Chemistry Major, Biology Minor

**Diveristy And Inclusion Certification**

Betances and Associates

- Harvard University Professor Samuel Betances

## References

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Available upon request