

Sobieraj

Jeffrey Sobieraj
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September 29th, 2010

City of Lakewood
ATTN: Clerk of Council
12650 Detroit Ave
Lakewood, OH 44107

To whom it may concern on the Lakewood City Council,

I am writing this letter in response to the article written in the Lakewood Sun Post Herald pertaining to the possible vacancy in the Lakewood Mayor's office in the event that Mr. Fitzgerald is elected county executive. With this letter I would like to state my interest in pursuing the position should it be vacated November 2nd. I know that Mr. Fitzgerald has done much to help the city in his tenure, specifically along the lines of controlling the budget and instituting successful community grassroots initiatives. This is where I am well positioned to "pick up the torch."

I believe there are two fundamental reasons that I would be qualified for this position. The first relates to my professional background. I have spent six years as a salesman, business process consultant and negotiator. I have a keen ability to break down and analyze processes and situations and the listening skills I have developed through my sales career greatly assist in settling disputes that often impede executive decision making, especially when it comes to fiscal matters. The experience I have managing both direct reports as well as project teams should also prove effective in helping execute the day to day responsibilities of a city executive.

The second fundamental reason is that I am extremely active and vested in the community I live in. Three years ago I purchased my home in Lakewood with a mission of creating a community for myself and others that would help people self actualize. I have a passion for the future of this area; having served on the Board of Directors of the largest young professionals group in Cleveland where I helped architect the strategic vision for Greater Cleveland's next generation, with the City Club of Cleveland's New Leaders to facilitate civic dialogue with the region's youth, and with countless non-profits locally to assist in matching young talent to their Boards of Directors in an effort to help them perpetuate I can demonstrate to you that my desire for the success of this community is a cornerstone in my life.

I believe the business prowess that I have honed combined with the passion for the future of this region will serve the City of Lakewood well. I moved to Lakewood because it was the best choice for someone in my shoes looking to build a future in North East Ohio and I would be honored to continue to make that happen as a civil servant. You can reach me at 216.308.8488 at your convenience. I appreciate your consideration and look forward to hearing from you.

Sincerely,

Jeffrey Sobieraj

Jeffrey A. Sobieraj

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Sales & Business Development Professional

Consultative Selling - Management & Team Leadership - Channel Development
Process Improvement – Business Development – Mergers and Acquisitions

Key Accomplishments

- 6 Years of successful business-to-business sales and consulting experience
- Expertly honed listening and negotiating skills
- High aptitude with technical disciplines, finance and business process analytics
- Documented success with revenue mapping, go-to-market strategy and business planning
- Self-financed Sandler Training Presidents Club for continuous professional development

Professional Experience

MARSH, BERRY & Company, Inc., Cleveland, OH

2009-2010

Privately held sales and management consulting and mergers and acquisitions advisory firm.

Sales Consultant

- Called on new prospects \$10 to \$500 million in revenue selling financial and operations consulting services.
- Worked with companies to implement new sales processes, restructure departments and prepare for future perpetuation or sales of the business
- Participated in negotiations and due diligence for several major transactions
- Built internal department business plan and go to market strategy
- Extensive trade show, public speaking and presentation experience

DPSCIENCES CORPORATION (DPS)

2004-2009

AT&T Channel Partner and business telecommunications and infrastructure consulting firm
Cleveland, OH (2007-2009), Atlanta, GA (2007), Cincinnati, OH (2004-2006)

Account Representative

- Infrastructure and process consulting for telecommunications and data transport
- Represented top tier technology firms such as Microsoft, Cisco, EMC, McAfee and others
- Brought in two seven-figure telecommunications projects in my first year
- Post close oversaw and coordinated technical resources across multiple vendors for several six-figure projects.

Team Leader – AT&T Business Select Segment

- Between roles at DPS I spent 1 year working for AT&T Business's corporate office in Atlanta as a transition into an outside position.
- Served as a direct inside sales rep that in addition trained, coached and managed a team of 3 to

- 4 entry level sales professionals.
- I was promoted twice in 2007 and received national recognition working on a sales strategy for a joint venture product launch with Avaya, a global telecom hardware supplier.

Contract Sales Representative

- Inside role selling up-selling current clients into professional services contracts.
- Exceeded quota every one of my 24 months in that position.
- Brought in the largest contract deal of any rep on the team in my second year there, accounting for 6% of total company revenue at nearly twice our average profit margin.

Education

Sandler Training – The Training Center, Chagrin Falls, OH

Presidents Club Executive Program – Accepted October 2009 (lifetime membership)

Miami University, Oxford OH

Bachelor of Science, Marketing, December 2004

Concentration: Consumer Behavior; Major GPA 3.75, Overall GPA 3.21

Current Leadership Activities

Cleveland Professional 20/30 Club, Board Member and Advisor

City Club of Cleveland, New Leaders – Volunteer

ReachCleveland.com – Prototype website for volunteer resource matching – Steering Committee