



Corporate Highlights

Rick began his career at **Sears** after working his way through college working for **Little Caesars Pizza**, **Mercantile Stores**, and **BP**.

Rick held multiple sales and marketing positions at **Cargill, Incorporated** living and working across the US.

Rick has served as:

- Chief Operating Officer for **WebSim**
- Chief Administrative Officer for **Double A Solutions** and **Snippies**
- Chief Sales & Marketing Officer for **Opinion Research Corporation**
- Vice President of Sales & Marketing for **Metrus Group**
- Director of Sales, Customer Service & Marketing for **PSE&G**

Management Consulting Highlights

Since leaving the corporate leadership ranks Rick has served over 250 companies, in 35-industries, in seven countries including:

- **Advanstar - Medical Economics**
- **American Water**
- **AmmunoMed Nutraceuticals**
- **Blitz Sales Software**
- **Bongarde**
- **Briefings Media**
- **Business & Legal Reports**
- **Chubb Insurance**
- **Coldwell Banker Commercial**
- **ConEdison**
- **Double A Software Development**
- **FDA News**
- **Financial Education Technology**
- **Financial Operations Network**
- **Freddie Mac**
- **Horses Mouth Publishing**
- **Hylant Group Insurance**
- **Interactive Data Corp**
- **Marathon Oil**
- **MediMedia Healthcare**
- **Mortgage Success Source**
- **Oracle**
- **Palmetto GBA**
- **Pinnacle Technology**
- **Progress Energy**
- **SlideRocket/ClearSlide**
- **Snippies**
- **Stonegate Insurance**
- **Symrise**
- **Systech Manufacturing**
- **twineIT Software**
- **VNR Media**
- **Webster Bank**
- **WIP Publishing - Poland**

Connector and Thought Leader

- Rick served as Chairperson for **The Conference Board's Marketing Executive Council** and led the restructuring of their Chief Sales Executive, Chief Marketing Officer & Market Research conferences.
- Rick can be found **speaking at industry and professional association events** including ACG, SMEI, FEI, SHRM, HRP, NACD, NIRI, SIIA, SIPA just to name a few
- Rick has turned his life-long hobby of networking and connecting people into a leading-edge **networking and relationship management program**.
- Rick has spent thousands of hours **researching and writing about** "how to" eliminate the personal, professional and business chaos and complexity associated with managing each stage of revenue growth and selling itself.

Bringing Precision To Revenue Growth™

www.armaturegroup.com

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Since 2002, Rick has served as President of **Armature Group, LLC** - a management consulting, investment and technology firm that brings precision to revenue growth.

As an **entrepreneur**, Rick is an innovator of revenue growth methods, tools and software.

As a **business leader**, Rick builds, restructures and merges sales, marketing and product teams.

As an advisor and investor, Rick excels at M&A's innovations, start-ups, and market expansion

As a **management consultant, coach and trainer** Rick energizes lead and referral development, customer acquisition, account management, cross-selling, partner development.

Quick Facts:

Rick grew up in Toledo, OH and completed his Bachelors and MBA at **The University of Toledo**. He also completed the Sales Executive Program at **Columbia University**.

Rick is a **dedicated volunteer** serving as:

1. President - The Chuck Ealey Foundation
2. President - Metro NYC Toledo Alumni Chapter
3. Cub Scout Leader (retired)
4. Youth Basketball Coach with a record of 94-12-1
5. Grade School Athletic Director (retired)

Rick **married his high school sweetheart**, has two children, and recently moved back to his hometown after living for 30-years in Metro NYC, San Francisco, and Los Angeles.