

Tim E. Mele  
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#### **PROFESSIONAL EXPERIENCE:**

**August 2020 – Present** – Florida State University, Co-Instructor and Adjunct Professor for the Marketing Department specializing in Professional Sales curriculum. FSU Sales Institute team. Mentoring Sales Professional students and preparing them for internships and full-time career interviews.

**2018 – 2020** Professional Sabbatical from Telecommunications / Computer Executive Industry

**1996 – 2018** – Service Provider and Telecommunications Sales and Support. During this period ran several departmental divisions in Sales, penetrating markets with hardware, software, training, maintenance, and resident onsite engineers. Focusing on new laws and opportunities from the Telecommunications Act of 1996 which deregulated, and competition opened many new markets for LEC's and CLEC's. Worked with F5 Networks, Brocade Comminutions, Juniper Networks, Cisco Systems, Computer Associates, Eftia OSS Systems, Wyse Technology and Network Associates / Network General.

**1984 – 1996** – Graduated from Florida State University with a Bachelor of Science, Management, several computer sciences programming classes and including two years' system management and programming work experience. Embarked on a career with Digital Equipment Corporation (DEC). At the time, DEC, was the second largest computer company in the world. Began career as a Senior Software Engineer assigned to a company project called the "Man in the Van", demonstrating ALL-IN-1 office automation tools. Later this project and the Vax 11-725 were on display in the Smithsonian Museum of Natural History as introduction of the minicomputer. Among a group of software engineers assigned to collaborate with MS-DOS and PC-DOS personal computer operating systems. Nominated to participate at DEC in a five-year Management Training program where candidates were emersed into various business roles to understand computer technology and business aspects from the ground up. Training consisted of programming, service support, helpdesk, onsite consultant, management, writing and delivering technical and sales training. With an emphasis on running "profit and revenue" centers for the company and ascending into upper management positions.

**1982 -1984** – During college worked full-time on the FSU campus at Florida Resources Environmental Agency (FREAC) and off campus at Figg Engineering's computer arm, Tallahassee Technical Computer Centre learning system management and programming skills.

#### **EDUCATION:**

- Stetson University – College of Business – Management, Computer Science
- Florida State University - College of Business - Management, Computer Science, Mat
- Digital Equipment Corporation – Sales Management Program
- California Pacific University - Master of Business Administration - Marketing/Management

#### **PERSONAL:**

- Alpharetta Fire Department
  - First responder
  - Firefighter

- Perimeter Church
  - Elder
  - Instructor for Faith and Finances program
- Board of Directors
  - Hyungho Lee Foundation
  - New Beginnings Adoptions Agency
  - Ocee Park Athletic Association
  - Atlanta Athletic Club Committees
- Advisory Board
  - Camp All-America Sports Camp
  - All-American Recreation curriculum and training counselors
- Soccer
  - Stetson University,
  - National Level Soccer Coach
  - Soccer Clubs – helped support and build several elite soccer programs in Atlanta area
- Golf
  - Vice Chairman - 2014 US Amateur
  - Vice Chairman - 2017 Arnold Palmer Cup – Guest Relations
  - Media Relations - 2011 PGA Championship
  - Media Relations - 2021 Women's PGA Championship – June 2021