

[Melvin \(Mel\) Earl Nowlin, Jr. RCDD](#)

P (909) 335-0594 F (909) 335-0595 C (909) 557-8556

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QUALIFICATIONS

Extremely well-connected and highly respected in the physical layer segment of the Information Technology industry with an ever-growing regional contact base. Experienced structured cabling designer, technical writer, and needs analyst. Meticulously organized, an accomplished presenter and communicator, and is driven by the success of the organization's partners and customers, and the personal contribution to that success. An expert sales/marketing strategist and highly sensitive to the industry's business/market environment. Is constantly researching the activities of competitive organizations and market trends. Work experience spans more than twenty years with small regional organizations and multi-billion dollar global organizations, including one headquartered outside the United States. Member of BICSI and obtained RCDD (10th edition) Certification in 2006. Member of CETPA (California Educational Technology Professionals Association), and CSI (Construction Specification Institute).

EMPLOYMENT

2005 to present

Communications Connectivity Solutions, Inc—Founder and President. CCS is a full service engineering firm specializing in communications systems infrastructure.

Technical assistance—CCS is fully capable of assisting end users, consulting firms, electrical engineers, systems integrators, installers, and distributors with current and accurate technical information on communications systems infrastructure issues, including specifications, project inspection, and scope of work documentation, detailed design, and project management. Has developed infrastructure standards templates for numerous end user (predominantly Erate funded K-12 education), updated outdated documents to current status, assisted commercial end users in infrastructure needs analysis, assisted end users with project inspection, including Los Angeles Unified School District (Erate years 10 and 13), San Bernardino Unified School District (Erate years 8, 9, and 14), and Temple City Unified School District.

2004---2005

Spectrum Communications—Sales Executive. A regional information technology company. Key focus was to develop new markets, new accounts, and enhance vendor relationships. Responsible to discover new opportunities. Was able to obtain vendor preference at three school districts, assist Spectrum sales people with specification and documentation needs, and assist consultants/architects with technology issues and needs discovery. Obtained sales in seven new school districts, including a contract to write a district's cabling system standards master project document. Exceeded sales target by 40%...sales volume over \$5MM. Responsibilities included needs analysis, project site inspection, project engineering, and project management.

2000---2004

Responsive Internet Systems---Director of Sales. A regional communications and electrical contractor. Key focus was to develop new markets, evaluate the external environment, and obtain sales revenues from new sources. Responsible to discover and evaluate business opportunities, to engineer and estimate the costs, develop bid or proposal, obtain the contract, and then transition the operations department into the project for installation and completion. Other duties include evaluation and recommendation of potential vendor partners, opportunity pre-qualifications, and presentations to organizations regarding public works contract law enforcement. In just the first nine months, more than \$15 million of new opportunities were brought into the organization, more than 1 ½ times the organization's previous annual sales.

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2001---2002

Network Construction Services----Sales Executive. A regional communications and electrical contractor. Responsibilities included generating sales revenue through existing and new markets, enhancement of vendor relationships and certifications, engineering and estimating of business opportunities, development of bids and proposals, and the transition of the contractual requirements to the operations department. Each and every project awarded met organizational profit margin goals. Sales exceeded \$3.2MM in fifteen months.

1999---2001

Nordx/CDT (now Belden)---District Sales Manager, Southern California. A global structured cabling system component manufacturer. Solicited for hire from a direct competitor. The grand strategy was market development. The company based in Montreal, Canada, had little presence in Southern California. Responsibilities included end-user demand creation, consultant relationship enhancements, contractor/installer training and contractual relationship maintenance, and management of the product delivery channels. Key successes include winning the largest Nordx/CDT project in Southern California ever. Developed and personally implemented a national field installer program and trained more customers/installers than any other individual in the entire company. Obtained more specification wins in the Southern California region than any other individual in the history of the company. After investment selling and little sales increase the first year, the second year sales increased nearly 60%.

1987---1999

AMP Incorporated (now Tyco Electronics) as a Senior Sales Executive (final title)--a global electronic components company. Joined the structured cabling division in 1987. Was responsible to manage and increase sales of AMP products in Southern California and Southern Nevada. Special achievements include one of a very few sales people to receive the highest career achievement award in more than one marketing division. Sales successes are numerous, including the largest project in San Bernardino County ever (the Arrowhead Medical Center). One key success was a specifications win for AMP, through contacts in Las Vegas that resulted in a \$1mm sale of structured cabling products for a casino project in the Bahamas.

EDUCATION

2001 Master's of Arts, Organizational Management: University of Phoenix, 4.0 GPA
1999 Bachelor's of Science, Business Management: University of Phoenix, 3.99 GPA

PERSONAL

A devout Christian, married, two children, three grandchildren; excellent health. Serves on numerous committees within the community; member of the Rotary club of Rialto, the Highland Chamber of Commerce, San Bernardino Symphony Guild, and the Immanuel Baptist Church orchestra and Men's Ministries programs. Has chaired several committees and assisted with obtaining funds for numerous community programs. A faculty member with the University of Phoenix, Southern California campus, in the areas of Public Relations, Marketing, Business Management, Sales Management, Business Ethics, Critical Thinking, and Business Writing.