

Mike Wojcik

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Executive leader that prioritizes developing people and building strong teams to achieve big goals. Passionate about delivering strategies that unlock new growth opportunities and focused on removing obstacles that limit potential.

Experience

Leadership

22+ years of experience as a people leader; including 7+ years of experience managing director level, 7+ years of P&L accountability, and experience leading teams with 500+ employees.

Strategy & Transformation

9+ years of experience partnering cross-functionally to deliver organizational strategy and transformation.

Matrixed Organization Environment

8+ years of experience as a people leader in a Fortune 100 headquarters environment; leveraging effective networking and stakeholder management to deliver innovative strategies and transformational change.

Strategy, Sales & Operations Leadership

Verizon Business Group / Senior Director, Global Enterprise and Public Sector Operations

APRIL 2019 - PRESENT, BASKING RIDGE, NJ

- Established the national operations strategy, sales distribution model, and sales enablement capabilities needed to run a new business unit. Enabled 7%+ year-over-year revenue growth, contributing \$5B+ to the Verizon Business Group annually.
- Developed a sales distribution model to maximize market opportunities in the Public Sector business unit. Successfully implemented an organizational change including re-deployment of 1,000+ sales personnel, establishing a new business development and capture organization, and launching new inside sales and channel partner distribution.
- Created a national strategy to elevate Public Safety customer engagement and defend against competitive threats. Drove double-digit subscriber growth every year following the FirstNet launch.

Verizon Wireless / Executive Director, Marketing and Operations

OCTOBER 2017 - APRIL 2019, BASKING RIDGE, NJ

- Enabled national operations, strategy, solution sales, sales enablement, systems, and channel operations for the wireless business segments.
- Built and executed a multi-year back office transformation strategy leveraging a new organizational structure and robotic process automation to deliver \$15M+ in annual savings and improve Net Promoter Scores across medium business and large enterprise customers by 20%.
- Established a national operations team and support model; incorporated 21 regional teams into one organization to provide better scale and sales support.

Verizon Wireless / Director, Business Strategy

MARCH 2016 - OCTOBER 2017, BASKING RIDGE, NJ

- Developed strategies to improve the quote-to-cash journey for business customers, create new revenue streams, and establish the first business brand campaign for Verizon.
- Implemented a marketing automation platform and predictive analytics strategy that accelerated customer growth and reduced churn; scaled the platform and created customer nurture paths for all business segments to improve customer engagement.
- Led cross-functional strategy to refresh Verizon's business segmentation, develop organizational strategy, and implement new compensation models.

Verizon Wireless / Director, Consumer Sales

APRIL 2015 - MARCH 2016, WALNUT CREEK, CA

- P&L responsibility for consumer sales, base management, and customer experience for the Northern California region.
- Established an operational excellence charter across 70+ stores; led the 12 Western States in productivity and year-over-year improvement in new customer growth (21% y/y), customer retention (<1% churn), and employee retention (<9% attrition).
- Developed a compensation strategy to improve customer experience and increase sales; the program resulted in a 13% improvement in Net Promoter Score and 11% in pull-through sales. The program was expanded to the 12 Western States and eventually influenced national compensation for the consumer channel.

Verizon Wireless / Director, Business Sales

JANUARY 2013 - APRIL 2015, WALNUT CREEK, CA

- P&L responsibility for business and government sales, base management, and customer experience for the Northern California region.
- Achieved company-leading results in subscriber base growth (112% to budget), new account acquisition (114% to budget), revenue growth (116% to budget), and customer retention (115% to budget).
- Recognized each year for best-in-class sales leadership and sales performance; earned Verizon's top sales recognition in 2013 and delivered double-digit year-over-year growth against that performance in 2014.

Technical Sales Leadership

Verizon Wireless / Associate Director, Vertical Solution Sales

JANUARY 2010 - FEBRUARY 2012, IRVINE, CA

- Built a solution ecosystem and drove an industry awareness campaign to promote Verizon's leadership position in the Energy and Utility verticals.
- Analyzed enterprise customer demand for complex solutions and led internal stakeholders to deliver against target requirements to build customer-centric products and realize leading growth in machine-to-machine sales.
- Led the capture effort of several large utility smart meter deployments, delivering machine-to-machine connections at 134% of budget in 2010 and 166% of budget in 2011.

Verizon Wireless / Manager, Vertical Solution Sales

MAY 2008 - JANUARY 2010, IRVINE, CA

- Drove adoption of strategic solutions in the Utility and Media verticals to grow revenue in the 12 Western states.
- Built and nurtured relationships with industry leaders to establish Verizon's credibility as a leading-edge provider of machine-to-machine solutions.
- Recognized with Verizon's top sales recognition in 2009 for significant contract awards with a large utility in Southern, CA and a media company in Englewood, CO.

Education

Bachelor of Science in General Studies, Minor in Business

Goodwin College of Professional Studies, Drexel University

Master Certificate in Business Leadership & Management

Eli Broad College of Business, Michigan State University

Skills

Master Red Team certified, 2020

Playing to Win Strategy certified, 2018

Design Thinking certified, 2017

Achievements

All-in Award: 2020, 2021, 2022

Verizon CEO recognition for individuals and teams who challenge the status quo, embrace new ways of working, and focus on delivering results

Credo Award: 2019

Verizon CEO recognition for individuals who embody Verizon's credo

President's Cabinet: 2007, 2009, and 2013

Verizon's top sales recognition program for top 0.5% performance company-wide

Winner's Circle: 2007, 2009, 2010, 2011, 2012, 2013, 2014, and 2015

Verizon's sales recognition program for top 10% performance company-wide

Recommendations

Available upon request