

November 5, 2020

Board of Mahtomedi Public Schools
1520 Mahtomedi Ave.
Mahtomedi, MN 55115

Dear Sir or Madam,

I understand that with the unexpected departure of Mike Chevalier you are currently in the process of searching for a replacement on the Mahtomedi School Board. Please accept this as my letter of application. I've included the completed questionnaire and my resume for your review.

As you will see I have a strong background of working with organizations around solving large complex problems & delivering results. I lead a team through the discovery phase of projects & take a very analytical approach to delivery. I also handle negotiations & have a lot of experience presenting to the C-Suite of large corporations and the Board of Directors.

Thank you very much for your time and consideration.

Sincerely,

Michael Janssen

MICHAEL JANSSEN

11777 Irish Ave. N | Stillwater, MN 55082
Mijanssen42@gmail.com | Michael.janssen@dell.com
651-274-9905

SENIOR ACCOUNT EXECUTIVE

Strategic Sales Planning / Market Expansion / Relationship Management

Tenacious in building new business, securing customer loyalty, and forging strong relationships with external business partners. Entrepreneurial sales management strategist with a 10+ year record of achievement and demonstrated success driving multimillion-dollar sales growth while providing award-winning sales leadership in highly competitive markets. Adept at driving growth of company revenues and exceptional mentor and coach.

Core competencies include:

- Strategic Positioning
- Solution Selling
- Team Building
- Multimillion-Dollar Negotiations
- Territory Growth/Development
- High-Impact Sales Presentations
- Customer Retention
- Organizational Leadership
- Lead Generation/Marketing

PROFESSIONAL EXPERIENCE

Senior Account Executive 2019- Current Boomi –Minneapolis, MN

Selected Achievements:

- ◆ I cover Enterprise Accounts (greater than \$1B in revenue) in MN, WI & parts of IA.
- ◆ In FY2020 I closed 5 net new logo's including ManpowerGroup which was the largest net new customer in Boomi history.
- ◆ I finished #1 in quota attainment on my team & #3 in North America
- ◆ I won FY2020- Global Rookie of the Year
- ◆ I won FY2020 NA West MVP
- ◆ **Quota Attainment: FY2020 – 146%**
Boomi Presidents Club FY2020

Account Executive 2018- 2019 Salesforce –Minneapolis, MN

Selected Achievements:

- ◆ Worked in a net new patch of 7 prospects across the upper Midwest covering the entire Salesforce bag.
- ◆ I closed 3 net new logo's including Mosaic, AutomationDirect & Toyoda.
- ◆ I finished #1 in quota attainment on my team.
- ◆ I won FY2019 Rep of the Year for Enterprise Select Team of the North
- ◆ **Quota Attainment: FY2019 – 128%**
Salesforce Presidents Club 2018

Application Sales Manager 2011- 2018 Oracle Corporation –Minneapolis, MN

Selected Achievements:

- ◆ Engaged with new and existing customers across the upper Midwest in specific industry verticals and revenue bands to understand business goals, objectives and challenges.
- ◆ My goal is to collaborate and help enable these customers to operate more effectively and efficiently with the help of Oracle's Customer Experience Suite of solutions including: Sales, Service, Marketing, Commerce, Social, and Quoting (CPQ)

- ◆ I've demonstrated a commitment to building net new business in my territory while maintaining relationships with existing accounts to build on the current solution footprint.
- ◆ Leverage strong listening, presentation and closing skills to optimize sales results
- ◆ FY2012 – FY2014 I was a 'Co-prime' sales manager handling specific solutions such as CRM working directly with a 'Prime' ERP counterpart.
- ◆ FY2015 – FY2017 I was a Prime CX Sales Manager handling the entire Customer Experience solution set working with 'Co-Prime' sales reps that were product specific.
- ◆ **Quota Attainment has been the following: 2012 – 126%; 2013 – 189%; 2014 – 214%; 2015 – 253%; 2016 – 258%; 2017 – 114%**
- ◆ Oracle Presidents Club 2013, 2014, 2015 & 2016.

Senior Application Sales Rep 2009 – 2011

Oracle Corporation – Minneapolis, MN

Selected Achievements:

- ◆ Worked in North America Strategic Accounts for Retail
- ◆ Sold 12 net new deals as an inside sales rep selling Oracle CRM On Demand & Oracle Contact Center On Demand.
- ◆ Worked directly with 4 CX Sales Application Sales Managers prospecting for net new deals.
- ◆ **Quota Attainment had been the following: 2010 – 108%; 2011 – 145%**
- ◆ Oracle Club Excellence 2011

Retail Sales & Marketing Supervisor Post-it® 2006 – 2008

3M – St. Paul, MN

Selected Achievements:

- ◆ Sold Office Supply Division Products (Post-it® Brand) to Key Account Drug, Key Account Grocery and regional retailers.
- ◆ Sold all of Consumer Goods Division Products to Consumer Electronic Retail.
- ◆ Analyzed the financial impact of proposed planogram changes & secondary display placements.
- ◆ **Quota Attainment was the following: 2006 – 104%; 2007 – 119%; 2008 – 110%**

CRM Manager & IT Lead 2001 - 2006

3M – St. Paul, MN

Selected Achievements:

- ◆ CRM Manager for 3M Healthcare; handling Cloud & On Premise implementations for multiple divisions within the 3M Healthcare Business Unit (ESPE, Pharma, HIS, & DDSD)
- ◆ Won 2005 3M Pyramid of Excellence Award for the global CRM Project in 3M ESPE Dental
- ◆ IT Lead for Siebel Upgrade to 7.1
- ◆ IT QA Manager for Siebel Upgrades managing up to 12 professional resources.
- ◆ Integration lead for Customer Feedback & Resolution Application

INTERNSHIPS

Lotus Notes Developer – Intern Summer 2000

3M – St. Paul MN

Selected Achievements:

- ◆ Developed internal complaint resolution product in Lotus Notes
- ◆ Received the 3M IT Internship Award
- ◆ Offered a position on the Customer Feedback & Resolution Team after graduation.

IT Technology Support Summer 1999
Penny & Giles Aerospace – Eagan, MN

Selected Achievements:

- ◆ Supported all server side apps & hardware for 120 internal employees.

IT Hardware Support Intern Jan. 1998 – Aug 1998
IBM Global Services – Rochester, MN

Selected Achievements:

- ◆ Supported all new desktop & laptop installs for IBM Global Services

EDUCATION

University of Wisconsin Stout, December 2000
BS in Applied Mathematics and a double minor in Business & Computer Science.
Cumulative GPA 3.62

MAHTOMEDI PUBLIC SCHOOLS
SCHOOL BOARD APPOINTMENT QUESTIONNAIRE

DIRECTIONS: Please respond briefly to the following questions and **return with your letter of interest and resume** to Lucy Payne at the Mahtomedi Public Schools, 1520 Mahtomedi Avenue, Mahtomedi, MN 55115 or lucy.payne@isd832.net by due by noon on Monday, November 9, 2020.

1. Your Name: Michael Janssen

2. Why are you interested in serving on the Mahtomedi School Board?

I have two children that are in the Mahtomedi school system, one in the high school & one in Wildwood. I believe there are a lot of major issues facing our schools today which directly effect our children. Rather than talking about the issues, I'd like to be a part of the solution.

3. How have you been involved with this or other school districts and educational programs?
Have you served on any other boards?

I have not been involved in any educational programs, nor have I served on any other boards. I have been very involved in youth sports coaching basketball for 8 years & multiple other sports over the past decade. With this I have been able to connect with multiple parents & I believe have a positive impact on many children's lives.

4. What experiences or talents can you bring to the Mahtomedi School Board?

In my 'day job' I deal with large corporations that are looking to solve problems, I take a very analytical approach to help companies understand a better way of doing things. In this I need to work with a lot of executives who may have personal ties to current processes & work to make them feel better about making these changes. I do a lot of presentations to different teams & to the board of directors. I have a ton of experience in leading negotiations which takes a lot of teamwork & understanding different points of view.

5. What do you believe are the most pressing issues facing the Mahtomedi Public Schools?

There are quite a few issues that are currently facing Mahtomedi Public Schools. The obvious issue up front is dealing with Covid-19 as a public school. Needing to look at all the data & working with the MN Department of Health to make the best decisions for our students. Public schools are put in a touch place especially since private schools are playing from a different set of rules.

Mahtomedi is also a very different school district in the Twin Cities with a very limited amount of diversity. Based on issues in today's world we need to make sure we are providing support to all of our students & creating an inclusive environment. From what I have seen with the kids that I know, I believe we have done a very good job of this to date. However this is going to be an issue that will continue to grow.

Another issue that I think every school district is seeing, and Mahtomedi is not an exception, is around mental health. There are many contributing factors around this which include school stress, social media, bullying / cyber-bullying, family issues and many more. We have seen an absurd rise of school shootings over the years & we are also seeing a huge increase in suicide among teenagers. This is the one area that I think if we address it correctly, we can have the biggest impact.