

RICH SCHULTZ

EXECUTIVE PARTNER



Ask anyone who's worked for Rich Schultz what made the difference, and the answer usually isn't a number; it's him. Over 25 years leading sales and marketing organizations across telecom, insurance, and high-tech, Rich has built a reputation as a natural connector who treats relationship-building as a career discipline, not a soft skill, and it shows in every organization he's touched.

At Charter Communications, the largest cable company in the U.S. and a Fortune 100 business, Rich led a sales and customer-retention organization of 7,000+ people through a period of rapid transformation, growing revenue and customer saves by \$900 million in his first 18 months while keeping the culture intact. He went on to lead his division's strategy behind Charter's \$70 billion acquisition of Time Warner Cable and Bright House Networks, one of the ten largest acquisitions in U.S. history, helping turn Charter into the fastest-growing cable, broadband, and phone company in the country.

Before Charter, Rich spent nine years at Cox Communications, developing a 2,000-person sales force across 18 states and mentoring the kind of leaders who go on to run their own regions; along the way, he turned a stagnant market into Cox's top performer for four straight years, growing revenue 62%. Earlier in his career, he built AT&T Wireless's retail channel from scratch, ran national retail partnerships at Sprint, and helped launch PrimeCo Personal Communications across 18 U.S. markets, work that shaped how he thinks about building teams from zero.

Colleagues describe him as someone who inspires people to step outside their comfort zone, the kind of leader people don't just work for; they follow. Today, as Executive Partner at Magellan Executive Partners, Rich works directly with founders and leadership teams to build the people-first sales and marketing operations he's spent his career refining.

Rich holds an MBA and BBA from Baylor University and has served on the boards of the United Way and the American Red Cross. He and his wife, Melaina, split their time between Oklahoma, Missouri, and the mountains.

Current Roles:

- Executive Partner – Magellan Executive Partners

Leadership History:

- Chief Revenue Officer – Sail Internet
- Chief Revenue Officer – Comma Insurance
- Senior Vice President of Sales and Operations – Charter Communications
- Senior Vice President of Sales and Operations – Cox Communications

About Magellan Executive Partners:

Magellan's mission is to grow executives worth following and build businesses that thrive. Working with CEOs, business owners, leaders, and companies around the country each year, Magellan is known for its expertise in corporate growth strategies and executive development.



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