

RICH SCHULTZ

EXECUTIVE PARTNER



Richard Schultz is a sales and operations executive with 25 years of experience in driving market share growth in the telecommunications and other “high-tech” sectors. He has led multiple companies’ sales and marketing organizations, transforming them into world-class operations. Rich most recently was Senior Vice-President of Sales and Customer Retention for Charter Communications, the second-largest cable company in the United States and a Fortune 100 company. He managed a \$600 million budget and had approximately 6,000 employees and 1,500 contractors under his management. While at Charter, Rich played a critical role in the professionalization, standardization, and centralization of his organization, resulting in an operation growing over \$1 billion in year two. Rich also led the strategy build and implementation of a \$70 billion acquisition of Time Warner Cable and Brighthouse Networks in early 2016. This transaction was one of the ten largest acquisitions in US history. During his tenure at Charter, the company became the fastest-growing cable/broadband/ phone company in the United States.

Before joining Charter, Rich spent over 8 years with Cox Communications, a \$10 billion telecom and media company. Rich served as their Senior Vice-President of Sales and Retention managing a team of over 2,000 employees and contractors in 18 states. He specializes in sales force effectiveness, key account management, sales compensation, effective organization structure, call center operations (COE), and capability building. Prior to joining Cox, he served in senior sales, marketing, and general management roles for several wireless and technology companies, including Sprint and AT&T Wireless. Mr. Schultz holds an MBA and a BBA from Baylor University. He has recently served on the boards of the United Way as well as the Red Cross.

Rich, his wife Melaina, and their children reside in Edmond, Oklahoma.

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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