



Michael D. Marshall

ESC Consultant Since: 2016

Education:

B.A., Psychology, University of Delaware

AREAS OF EXPERTISE: Strategic selling, business policy and strategy, negotiation, information privacy, management and leadership development, strategic planning

PRIVATE SECTOR PROFESSIONAL EXPERIENCE: Mike brings extensive experience in client retention, project execution and executive engagement to the nonprofit community from his role as Senior Regional Account Manager at Oracle. Mike is well versed in coordinating and managing client relationships, in addition to identifying and implementing creative business solutions.

Previously, as General Manager for MICROS Systems, Mike directed the sales, operations and customer service teams in the Los Angeles market. He implemented new processes and procedures, reorganizing teams and helped lead a critical transformation of MICROS Systems' largest region into a top-performing sales organization.

Mike also worked at Experian Information Solutions (formerly TRW) for 23 years. As Area Sales Director, he orchestrated regional sales performance improvement and successfully executed complex strategic sales and marketing plans. Later, as Vice President of Data Operations, Mike was responsible for overseeing management of TRW/Experian's consumer credit database, a \$56M budget, and a team of 900 staff. Under his direction, the organization realized significant improvements in operating efficiency and organizational effectiveness.

NONPROFIT VOLUNTEER EXPERIENCE: Mike has served as the treasurer of a community homeowner association and as an adult literacy tutor with Long Beach Literacy. Mike has led a successful job development program in Colorado on behalf of the Arapahoe County Employment and Training Center. Currently he is a board member of POPS the Club which provides support and literary and creative outlets to high school students who have loved ones in the prison system.

EXAMPLES OF ESC CLIENTS: Urban Peace Institute, Centinela Youth Services, EXP, Los Angeles Urban League, PVJOBS, POPS the Club, Antioch University Bridge Program

INTERESTS: Tennis, photography, collectible automobiles, travel, music