

Advisory Board Appointment Application

NOTE: Each applicant is advised to attend at least one meeting prior to applying for appointment.

Received
03/28/2022
City Clerk
Expires
03/28/2024

Contact Information:

* Name

Chris Calderbank

* Home Address

38 NW 3RD AVE

Delray Beach FL 33444

* Cell Phone

(609) 502-5826

* Email

chris96@comcast.net

* Occupation

Business Development, Fortune 50 Technology Company

Business Name

SKIPPED

Business Address

SKIPPED

Business Phone

SKIPPED

Advisory Board Selection:

Please select your top four boards in order of preference (first choice to fourth choice) from the drop down lists below:

First Choice

Northwest Southwest Board

Second Choice

Code Enforcement Board

Third Choice

SKIPPED

Fourth Choice

SKIPPED

NOTE: Your responses or disclosures are intended to assist the City Council in considering an application for appointment/re-appointment to a City board or committee, and will not result in the automatic disqualification from consideration or appointment/re-appointment. Therefore, complete and accurate responses should be provided.

Qualifications:

* Please select all qualifications that apply:

Delray Beach resident

* Are you a registered FL voter?

Yes

* Are you a vendor or employed by a vendor that does business with the city?

No

* Are you a lobbyist or employed by a lobbyist, as defined in the Palm Beach County Registration Ordinance?

No

* Have you attended any Delray Beach Commission or Advisory Board Meetings?

Yes

If yes, please explain and provide dates when possible.

I attended most meetings when they were via Webex. I also have attended Historic Board meetings and have sought approvals for our community from the historic board. I am on t Atlantic Grove Townhomes.

Are you currently serving, or have you ever served on a Delray Beach Advisory Board? If yes, please provide details and dates.

No

* Are you aware of any potential conflict of interest (including, without limitation, any potential voting conflicts or potential prohibited conflicts) that may arise from your serving on the City board or committee to which you are seeking appointment?

No

If yes, please explain:

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* Do you, any member of your immediate family, your employer or your business (or any entity in which you have a controlling interest) currently have any contractual relationship with, or do business with, the City, or has there been any such relationship within the past 5 years?

No

If yes, please explain:

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Do you (or any entity in which you have a controlling interest) have any delinquent accounts with the City or owe any monies to the City?

No

If yes, please explain:

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Do you (or any entity in which you have a controlling interest) have any pending code enforcement cases or unpaid, certified code enforcement fines relating to property in the city that is owned or rented by you (or any entity in which you have a controlling interest)?

No

If yes, please explain:

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* Do you (or any entity in which you have a controlling interest) have any pending code enforcement cases or unpaid, certified code enforcement fines for any other violations relating to other city codes?

No

If yes, please explain:

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Have you ever been found to have violated, or had a complaint filed against you alleging a violation of, the Florida Code of Ethics for public officers and employees, Palm Beach County Code of Ethics (or any other ethics code)?

No

If yes, please explain:

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Interest & Experiences

List any certifications or licenses which may further qualify you to serve on a board or committee.

Board of Directors, Atlantic Grove Townhome Community (North/West Neighborhood)

Briefly describe why you wish to serve as a member of a board or committee and how your personal experience and background relate:

I am interested in leveraging my business knowledge to assist with community challenges. Understanding business as well as community brings a unique perspective that will help us grow smart.

List any other community/civic involvement which you would like the Commission to consider:

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Educational Background:

University attended:

Antonellis Institute

Degrees received:

BA

Major area of study:

Photography

Upload your resume:

Calderbank Resume Delray Application.docx

Terms Of Acceptance

Applications are kept on file in the City Clerk's Office for a period of two years.

Applicants may supplement their application with a resume or other information relevant to their qualifications.

Declaration of Personal Information Exemption:

Personal information provided in this application is public information unless the applicant qualifies for an exemption pursuant to Florida Statutes. You are encouraged to thoroughly read the applicable sub-sections of F.S. 119.0 71

(http://www.leg.state.fl.us/Statutes/index.cfm?App_mode=Display_Statute&URL=0100-0199/0119/Sections/0119.071.html).

If you qualify for an exemption, please indicate below which statutory provision you are citing for the exemption. If you qualify, your address and phone number are protected information. You may contact the Board Coordinator at 393-7744 if you have any questions.

My address and telephone number are statutorily exempt from public disclosure:

No

If yes, pursuant to which sub-section of F.S. 119.071?

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Please agree with the following statement: I understand the duties and responsibilities of the board(s) or committee(s) for which I am applying. By signing below, I warrant the truthfulness and accuracy of the information provided in this application.

I agree

* E-Signature of Applicant:

Chris Calderbank

* **Date:**

03/28/2022

* Please agree with the following statement: I understand that checking this box constitutes a legal signature confirming that I acknowledge and agree to the above Terms of Acceptance.

I Agree

Chris Calderbank
Delray Beach, Florida
+1.609.502.5826 m

<https://www.linkedin.com/in/chriscalderbank/>

Objective: Seeking a role where I can have a positive impact on the development and growth of my hometown – Delray Beach, FL.

Professional Summary

- Successful experience in Technology Sales and sales management focused on Solution Sales and SaaS consumption models via partners
- Dynamic leader with the ability to bring together disparate groups for a unified approach
- Strong ability to navigate transitions and change while remaining focused
- Leadership skills that promotes and encourages joint success while navigating uncertainty
- Take pride in treating others with respect and celebrating their achievements

Select Achievements

- Years of proven success introducing the “next” thing to customers and partners.
- Created and led a global sales strategy for a CEO to CEO created offer – AT&T Telepresence Service that grew to be the world’s largest BtoB Telepresence offer.
- Established a new business unit - from ideation to service launch - and then drove from \$0 to \$6m in annual revenue in 3 years
- Served as SVP WW Sales at a startup and grew revenue from < \$10m to \$48m in three years.
- Successfully integrated multiple acquisitions and led the resulting sales organizations

Employment

Cisco Systems 2008-Current

Over the last 12 years I have led teams that introduce new offers, new business models and new ways of selling as a precursor to mainstreaming our learnings into the Cisco sales engine.

Global Business Development Lead, Location Analytics SaaS Platform, Sept 2019-Current

- Creating and leading strategic initiatives with Enterprise software partners
- Recruiting, education and evolving our resale partners to the location analytics space
- Achieved 142% of plan

Business Development, Hybrid-Cloud, June 2017-Sept 2019

- Completely changed how Cisco introduces and trains on new DC/Cloud solutions with *Activate* a global roadshow that has Zero PowerPoint.
- Leading a team developing the Partner Transformation Journey to support our partners cloud evolution and creating the new Cisco value exchange in support of cloud native partners.

Business Learning Partner Eco System Lead, Aug 2016-June 2017

- Developed a new business model to leverage content creation and delivery methods across the learning partner eco-system
- Built a BtoB marketplace for training and content exchange

Manager, Global GTM Cisco Powered Cloud Partners, July 2011-July 2016

- Architected and implemented a formal Cloud GTM framework to drive sales and partner profitability.
- Led a team of GTM experts that work with our partners to accelerate their success selling Cisco Powered Cloud services.

Manager Global GTM Telepresence Service Partners, June 2008-July 2011

- Introduced Cisco's first jointly developed and co-delivered TP Offer into the market - AT&T Telepresence Service.
- Implemented a formal *Go To Market Framework* to drive alignment and sales.
- The AT&T offer quickly grew to be the largest network of TP users globally.
- Our engagement with AT&T was an often-copied Best Practice at Cisco
- Team was expanded to support all of our TelePresence partners

ThinkEngine Networks 2006-2008

Regional Sales VP, Oct 2006-May 2008

- Introduced new Media Server technology throughout the US and European market. Opened multiple new accounts in leading Service Providers worldwide.

Avaya (formerly Spectel, Inc.) 2004-2006

Global Solutions Sales

- Introduced new product line and application benefits to Avaya sales force post Spectel acquisition. Grew revenue opportunities 10 times previous levels.
- Worked as part of transition team to integrate products, sales strategies and strategic advantages into Avaya go to market plan.

Sales VP (Spectel) 2001-2004

- Developed and Generated Revenue from competitor exclusive accounts and former clients.
- Responsible for the largest and most strategic Service Provider Accounts such as AT&T and Bell Canada.

V-SPAN INC. 1998-2001

Senior Vice President of Worldwide Sales, Jan 2000-Jan 2001

- Manage 6 VP's/Directors and 35 sales representatives worldwide
- Company sales grew from \$6M annually to \$46M during my tenure

Vice President of Major Account Sales, Jan 1999-Dec 1999

- Grew major account sales team from 6 to 12 while exceeding quota
- Produced 275+ new accounts

General Manager, Web Enhanced Teleconferencing, Feb 1998-Dec 1998

- Developed new business unit.
- Wrote and implemented business plan.
- Had full P&L Responsibility including:
 - Purchased and implement all infrastructure components
 - Developed products, pricing and marketing plan
- Hired a supervised operational staff and sales force.
- Business unit grew from \$0 to \$6M annually

- 4th Largest WebEx partner globally

MULTILINK, INC. (subsidiary of PictureTel Corp.) 1996-1998
Channel Markets Account Manager

COMPRESSION LABS INC. 1994-1996
National Account Manager Aug 1995-March 1996
Reseller Area Manager Aug 1994-Aug 1995

US SPRINT COMMUNICATIONS COMPANY 1987-1994
District Sales Manager

CABLE & WIRELESS COMMUNICATIONS, INC. 1985-1987
District Sales Manager

THE BIG PICTURE COMPANY 1984-1985
Laboratory Manager

Education ANTONELLIS INSTITUTE
Degree: Associate in Specialized Technology