

## PAUL C. SCHULER

### **PROFESSIONAL OBJECTIVE:**

I am seeking a position requiring the effective utilization of excellent relationship development and organizational skills. I have succeeded in environments that required extensive involvement in all phases of multiple projects with varied targets. This history has provided me with a wealth of hands-on experience and maturity as well as a proven track record. From idea generation through project completion, I am possessive of a dominant ability to make fluid adjustments to changing needs and situations under stringent deadlines while maintaining a calm, confident, in charge demeanor.

### **FUNCTIONAL SUMMARY:**

I am a management professional with more than 25 years of practical experience in the development, growth and leadership of personnel and market development in engineering, financial services, healthcare and as a business owner. I excel at examining existing platforms and implementing effective systems, personnel, strategies and processes to improve performance. I am accomplished in identifying and capturing marketing opportunities to accelerate expansion, increase revenues and improve profit margins. Key capabilities include, but are not limited to:

Coaching and Motivating Staff  
Account Management and Retention  
Market Development and Management

Sales and Strategic Operational Planning  
Cross-Functional Team Leadership  
Community Outreach Development and Management

### **CONDENSED EMPLOYMENT HISTORY SUMMARY:**

March, 2017 to June, 2017: Hearst Media Solutions San Angelo, TX: Digital Media Executive

May, 2013 to November, 2016: The SleepClinic Austin, TX: Director of Marketing & Business Development

August, 2006 to Present: Lockjaw Security: Co-Managing Partner / Marketing & Sales

May, 2000 to August, 2011: Waddell & Reed Raleigh, NC: Financial Advisor

September, 1996 to December, 2000: Snap Tite, Inc. Erie, PA: Sales Engineer / OEM Sales Manager

August, 1992 to September, 1996: Spectrum Control Erie, PA: Sales Engineer / CPD Product Manager

### **EDUCATION:**

1985 - Gannon University - Erie, PA: Bachelor of Science – Electrical Engineering Technology

2001 - Securities Licenses – Raleigh, NC: Series 7, Series 66, Life / Health / LTC / P&C

2016 – National and TX State Real Estate Licenses - San Angelo, TX

2017 – OSHA 30 Certification

### **REFERENCES:**

Professional and personal references available upon request.