



Richard D. Marks, CEO/PRESIDENT

As the CEO and President of RDM Management Group, Richard D. Marks has over 30 years of successful sales and leadership experience. Prior to founding RDM Management Group, Richard spent 18 years as a highly regarded sales leader in the competitive wireless industry where he successfully implemented best practices to transform struggling sales teams to become top performers.

Over the last 8 years, Richard provided strategic direction and leadership for sales teams in multiple states for Cricket Wireless, the no-contract wireless division of AT&T. During his tenure at Cricket, Richard developed a reputation as that of a turnaround strategist and was sought after by senior leadership to improve struggling markets. He provided clients and employees with superior leadership and mentoring during critical transition phases and was able to turn around stagnant markets and increase their sales by an average of 25%.

Richard's most recent project included pairing with a wireless company to expand their markets, resulting in increased sales by 48%; this amounted to millions of dollars in revenue for the client. Richard has also successfully led companies through start-up, survival, turnaround, and growth modes. He has a fundamental understanding of varying core business objectives, allowing him to successfully lead sales teams to victory.

Richard's success has been further recognized by the countless awards he has received for his achievements. In 2004, Richard was recognized with the Distinguished Leader Award for outstanding achievement in telecommunications. He also received the Platinum Dealer Award from Motorola and Nextel Communications for being a top performing dealer in Houston, TX. Richard was also featured on NBC News in 2013 as the Wireless expert in his field. Richard's greatest strengths include his ability to motivate others, his determination, and his desire to succeed and help others do the same. He thrives on challenges, particularly those that aim to develop the growth of others in the business profession of sales.