



Ruthanne Fuller
Mayor

City of Newton, Massachusetts
Office of the Mayor

#465-22

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September 23, 2022

Honorable City Council
Newton City Hall
1000 Commonwealth Avenue
Newton, MA 02459

To the Honorable City Councilors:

I am pleased to reappoint Randall Johnson of 267 Upland Road, Newton 02460, Newton as an Alternate member of the Parks and Recreation Commission. His term of office shall expire on September 30, 2025 and his appointment is subject to your confirmation.

Thank you for your attention to this matter.

Warmly,

Ruthanne Fuller
Mayor

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22 SEP 26 PM 5:10
CITY CLERK
NEWTON, MA 02459

Application Form

Profile

Randall (Randy) _____ S _____ Johnson _____
First Name Middle Initial Last Name

[Redacted] _____
Email Address

267 Upland Road _____ Suite or Apt _____
Home Address

Newton _____ MA _____ 02460 _____
City State Postal Code

What Ward do you live in?

Ward 2

[Redacted] _____ Alternate Phone _____
Primary Phone

Tangelo _____ VP of Client and Customer
Employer Job Title Success

Which Boards would you like to apply for?

Parks and Recreation Commission: Submitted

Interests & Experiences

Please tell us about yourself and why you want to serve.

Why are you interested in serving on a board or commission?

I have been a resident of Newton for over 40 years and I would be honored to be a member of the Parks and Recreation Commission. The Newton Parks and Recreation have been a part of my life ever since my family moved to Newton in 1976. As a child I have played on many Parks and Recreation Sports Leagues' (Soccer, Basketball and Swim Team) held at Newton Fields and Swim Facilities. As a teenager and into College I was a lifeguard at the Gath and Newton North Pools. As an adult I have participated in Newton Parks and Recreation Men's Flag Football, Men's Softball Leagues and coached several Newton Little League teams . I frequently use the Gath and Newton North Pools to swim laps and the fitness rooms as well. My 13 year old son who is an eight grader at FA Day is a member of the Newton Bluefish and I am a starter at the swim meets. Our family is also the proud owners of a 4 year old Whoodle (Wheaton Terrier /Poodle Mix) dog and frequent many dog parks and other locations on a daily basis. While attending sporting events or at dog parks around the City I feel a tremendous sense of pride when visitors to our city frequently share compliments on our Parks, Programs and Facilities. Unfortunately some of these facilities such as the Gath Pool and others have not changed much over the years and it would be my honor to be a part of the discussions and efforts to make improvements. I greatly appreciate the opportunity to be considered to join the Parks and Recreation Commission and I look forward to being able to contribute and make impact. Please contact me with any questions or for further information. Thanks in advance. Randy Johnson 617-775-7823

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Upload a Resume

Randall S. Johnson

Business Development, Sales and Marketing

Seasoned professional recognized throughout the industry for delivering and sustaining revenue and profit gains within highly competitive U.S. retail markets. Exceptional communicator with a consultative style, strong negotiation skills, exceptional problem-solving abilities, and a keen client needs assessment aptitude. Strong experience with aggressively identifying opportunities, creating the area of focus, and executing a tactical business solution. Hailed for ability to build strong relationships, ability to transition approach toward client need and overall flexibility.

— Areas of Expertise —

Leadership & Development | Development & Growth | Strategic Planning & Execution
Adaptability | Business Acumen | Relationship Building

Education and Credentials

Bachelor of Arts in Business Administration
Morehouse College – Atlanta, GA

Professional Experience

Health E Commerce/FSA Store
Director of Business Development

New York, NY
August 2020- Present

Key member of the Management Team responsible for leading a group of Sales Executives selling FSA, HSA and Medicare Advantage Online/E-Commerce Solutions for Health Spending Account to employers, brokers, TPA's, Health Plans and HCM organizations.

K2 Realty Services
Licensed Real Estate Agent

Needham, Ma
2007 – Present

Xtapod
CEO/CRO

Boston, MA
December 2018 – February 2020

Member of the founding team for an Agile as a Service third party vendor providing IT development teams on demand. Led the organization in the development and rollout of Sales and Marketing Strategy as the Chief Revenue Officer and then led the overall organization in the Chief Executive Officer role.

Key Accomplishments:

- Created a Marketing Strategy and Sales Pipeline that produced several profitable clients
- Developed an Advisory Board which consisted of an accomplished group of corporate professionals from my professional and personal network.

Edenred Group (2007-2018)
Senior Vice President-US Sales, Marketing, & Client Service

Boston, MA
2012 – November 2018

Key member of the Executive Management Team, reporting directly to the CEO, leading the national sales, marketing and client services departments, employees, and P&L. Coach and lead the Director of Inside Sales and Field Sales, the Director of Client Services, and their subsequent teams on the completion of company goals and objectives. Lead the Director of

...continued...

Randall S. Johnson

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Marketing and the marketing group responsible for handling all aspects of marketing strategies, planning, and execution on a national level.

Key Accomplishments:

- Created and closed 90% of the company's portfolio of Large Channel and Direct Clients.
- Drive consistent YOY sales growth of 15%-30% annually resulting in a 250% cumulative revenue growth throughout tenure.
- Spearhead client service groups focused on the account management of 12,000 business customers across several industries including clients from Fortune 100 (Qualcomm, Chevron, Visa), tech (Tesla, SAP, VMWare), and government (USPS, FBI, HUD, Census) agencies.
- Effectively lead teams through goal setting, compensation plan development, coaching, and support to surpass 2018 sales targets driven by closed sales to Boeing and The City of New York.
- Aid and guide the sales team on RFP responses, proposals, pricing, client negotiations and contracts.

Vice President-Sales & Customer Service

2009 – 2012

Led Sales and the customer service call center employees through the implementation of new contact center solutions including IVR, skill-based routing, as well as real-time and historical reporting. Commanded the Customer Service Call Center and the Sales Teams.

Key Accomplishments:

- Pioneered the leadership of Sales Initiatives in an effort to secure significant large and SME clients through an extensive sales cycle process.
- Collaborated with the Implementation and Account Management teams to deliver successful client roll-outs.
- Ensured marketing efforts were driving growth of pipeline and helped to close sales.
- Enhanced interactions with Client Relations to accomplish penetration into current and prospective clients.
- Led the marketing/growth interface and trade conference positions in order to drive effective lead generation.

National Sales Manager

2007 – 2009

Created, hired, and managed an Inside Sales Team to spearhead the initiative to penetrate the SME market. Revamped the strategy, personnel, and goals, as well as objectives for the national field sales team while providing coaching and direction of their daily activities.

Key Accomplishments:

- Recruited by CEO of Edenred Group to join, assess and create a sustainable business development strategy
- Conceptualized and regulated the Inside Sales Team on the completion of daily initiatives and goals.
- Delivered weekly, monthly, quarterly, and annual forecasts and detailed pipeline reports.
- Actively managed the sales pipeline and coach team on how to decrease the sales cycle.
- Transformed and restructured the Field Sales Team to exceed company expectations.
- Researched then interviewed multiple CRM vendors then successfully implemented a New Salesforce CRM.

Pfizer, Inc.

Cambridge, MA

Health Care Manager

2002 – 2007

Orchestrated nurse/physician continuing educational programs and community awareness seminars. Held responsibility for effectively communicating with practicing physicians, hospitals, nursing homes, managed care, and other health-related organizations.

Key Accomplishments:

- Recognized as the #1 Boston Division for Aricept Market Share and 9th out of 72 colleagues in New England for 2005 Relpax performance.
- Surpassed the forecast for Aricept and Relpax sales for 2004 and 2005 by achieving sales attainment over 100% consistently.
- Nominated to the Northeast Regional Leadership Council for 2004 and 2005.

Additional Experiences:

Director of Operations, Horizon Logistics, Inc., Quincy, MA

Customer Service Manager, Boston Scientific Inc., Quincy, MA

Senior Business Analyst, BankBoston, Boston, MA

Call Center Group Manager, BankBoston, Boston, MA

Senior Customer Service Representative, BankBoston, Boston, MA