

KATHLEEN M. RICHGELS
ADJUNCT PROFESSOR - DEPARTMENT OF MARKETING
FACULTY MEMBER - SALES LEADERSHIP PROGRAM

Education

B.A, Elementary Education, College of St. Catherine, St. Paul, MN, 1974
MBA, Marketing, University of St. Thomas, St. Paul, MN, 1980
Boise Cascade Corp., Management Excellence, 1986

Teaching Specialties/Interests

Effective Business Communications (MKT 376)
Fundamentals of Sales and Networking (MKT 398)
Strategic/National/Corporate Account Management

Business Profile

Extensive experience in sales management, strategic accounts sales, regional, and inside sales. Developed, implemented, and executed business strategies for long-term profitable business relationships with major strategic customers. Significant responsibilities in design, development, and deployment of national sales force training for key business growth initiatives.

Corporate Affiliations/Locations/Responsibilities

- WW. Grainger, / Lake Forest, IL/ Sales Program Manager
- Boise Cascade LLC/ Boise, ID/ Strategic Accounts Manager, Sales Manager, Sales

Businesses Relationships Managed and Consulted

Deluxe Corp.

Moore-Wallace

3M

OfficeMax

RR Donnelly

Professional Organizations

SAMA, Strategic Account Management Association
Sales Executive Council

Contact Information:

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