



BOARD OF REPRESENTATIVES
CITY OF STAMFORD
PO BOX 10152 - 888 WASHINGTON BOULEVARD
STAMFORD, CT 06904-2152
APPOINTMENTS QUESTIONNAIRE

Pursuant to Section 6-00-3 of the City Charter, final approval of all appointments to City Boards and Commissions is given to the Board of Representatives. To that end, please provide the following information along (use a separate sheet for explanations, if necessary) and a copy of a recent resume.

1. Full name MICHAEL P. FEIGHAN Home Phone 203 327-4849
2. Are you a US citizen? YES Are you a registered voter? YES Party affiliation DEMOCRAT
3. Home address 16 NELSON ST. Length of residency in Stamford 27 yrs.
4. Board, Commission or Position appointment sought Stamford Golf Authority
5. Present occupation, profession, vocation SALES Mgmt.
6. Employer's name & address NEXTEL COMM. 565 TAYLOR RD ELMSFORD, NY Phone 914 409-7400
7. Do you currently hold any official position in the municipal government of Stamford? YES If so, please note STAMFORD GOLF AUTHORITY COMMISSIONER
8. List any previous or other government affiliations BOARD OF REPS; FIRE COMMISSION; TRANSIT DISTRICT
9. Are you acquainted with the provisions of the Charter & Code of Ordinances that govern the appointment for which you have been chosen?* YES
10. Do you understand and are you willing to abide by Ordinance No. 706 (the Code of Ethics)?* YES
11. Have you done any work for the city of Stamford for which you received monetary compensation? NO If yes, give nature and last date of work _____
12. Have you been interviewed by your political party's screening committee and by the Mayor for this appointment? YES
If yes, give dates of the interview(s): Screening Committee 4/01 Mayor 4/02
13. Have you ever been convicted of a felony or misdemeanor? NO If so, give details _____
14. Upon confirmation of this appointment by the Board of Representatives, will you be available & willing to attend all regular & special meetings? YES
15. If this is a reappointment, will you agree to an evaluation of your attendance and performance by the Appointments Committee of the Board of Representatives? YES
16. **CERTIFICATION:** I certify that all statements made in connection with this application are true, complete, and correct to the best of my knowledge and belief and are made in good faith. I understand that incomplete, false, or inaccurate information may result in rejection of this application and that false information may result in my removal, if appointed.

Date: 12/3/02 Signature Michael Feighan
 *See attached.

MICHAEL P. FEIGHAN

27 Van Rensselaer Avenue
Stamford, CT 06902
(203) 327-4849

904 Authority -
Michael BUNARD

OBJECTIVE

Senior Sales and Marketing Management position utilizing exceptional interpersonal skills to supervise and develop sales team while increasing revenue.

PROFESSIONAL SUMMARY

Successful sales and marketing professional with increasing responsibility and achievements in the telecommunications industry. Demonstrated abilities in technical competence and teamwork, account development strategies, oral presentation skills and sales training and development.

MANAGEMENT EXPERIENCE**CIDCO, INC.****1992-Present****Director, Business Development**

Develop and execute account management strategies for domestic and international target telephone companies.

- Supported international offices with high level sales presentations, negotiations and product training.
- Consistently met quota while increasing revenues from target accounts. Customer base provides over \$30 million in revenue.
- Established program for identifying and capturing new account revenue from independent telephone company industry. This added hundreds of customers to account base and generated \$10 million in additional revenue.
- Negotiated and administered national contracts with several major industry supply houses. This initiated a new channel of distribution adding \$7 million in revenue.

Additional responsibilities include:

- Develop product training programs company-wide giving account managers new sales-motivation tools for the telco reps.
- Pre-show planning and on-site management of all operations for major trade show appearances.

GENERAL DATACOMM, INC.**1988-1992****Director, U.S. TeleComm Sales**

Responsible for creating and overseeing marketing and sales strategies for data communications equipment into selected national accounts in telecomm industry. Responsible for 35 account managers and systems engineers nationally. Achieved President's Club honors.

- Sales: achieved 112% of quota while tripling revenues from targeted accounts.
- Contract Negotiation: successfully negotiated new contract with major industry supply house.

COMPUTER CONSOLES, INC.**1986-1988****National Account Manager**

Responsible for direct sales of high-speed, high-volume fault tolerant directory assistance and digitized voice response systems for select telephone company networks. Introduced new products, increased product awareness and influenced prospects future buying decision.

- Sales: achieved or exceeded quota of \$3 million in orders and revenue.
- Regulatory: congressional contact for regulatory issues on national E911 effort.
- Contract Administration: exercised and implemented control of \$5 million award from international telephone authority.