

# MBEXPO Presenters Biographies

**Clinton Arnold** began his professional career in 1986 as an Operator for GTE Corporation. Over the next six years he progressed quickly through several functional management positions on GTE's small, medium, large and national account sales and business services teams before advancing into a professional project management role for GTE.

From 1992-1994, Clint left GTE and started his own manufacturing business producing computer and component cables for the PC industry. As the operating owner, he was responsible for all aspects of leading and managing the business including HR functions, sales, logistics, financial reporting to shareholders and banks, day to day operations, accounts payable and receivables, cash flow, p&l, account management and customer service. The business grew to include a team of 4 managers and 70-90 hourly assembly line personnel (depending on order volume) with revenues of \$900K.

Clint returned to GTE in KY in 1994 as a Business Account Manager where he finished 1994 and 1995 at 194% and 149% respectively and winning the GTE Circle 100 award. In 1996, he was promoted to manage the Ashland Oil Account, one of GTE's "Anchor" national accounts where he again exceeded revenue objectives in 1996.

In 1997 he was promoted to a Staff Manager position and was relocated to GTE's national headquarters in Dallas, TX. Over the next five years, he was promoted to Sr Marketing Manager, Group Manager and Director-Government, responsible the entire national Public Communications Government business unit working with local, state and federal correction facilities across the country. In each role, revenue was significantly increased along with all people, product and employee development goals being exceeded. He and his teams were awarded two Presidents Leadership Awards, two Diamond awards and two Platinum awards for being one of the top performing teams across Verizon's 250,000 employee base.

Between the years 2000 and 2006 there were several mergers and acquisitions in the telecom industry culminated with one of the largest mergers in history when GTE and Bell Atlantic merged to form Verizon in 2000. Verizon then acquired MCI in 2006. Clint was able to lead his teams through the multiple merger/acquisition related corporate changes while delivering the expected results. He led a national consumer Product Management and Marketing team responsible for \$750 million in annual revenue to a base of 36 million customers.

From 2005-2007, Clint was re-located to Philadelphia and assigned to lead the Mid-Atlantic Medium Business Sales and Engineering business unit as the Director. The team delivered \$125m in annual new business and maintained a revenue base of \$250 million with 4-5% growth annually, in a very mature business.

In 2007, he was moved to Verizon's national headquarters in Basking Ridge, NJ as its Director of Marketing for the medium business unit where he managed all sales channel product marketing, employee and new hire training, communications and product analysis.

In 2009, Verizon sold 14 states to Frontier Communications and Clint was assigned Director of Sales Support and relocated to Charleston, WV to become part of the Verizon Merger & Acquisition leadership team. He managed all Sales and Marketing transition planning and preparation on an interfunctional team. As a result of his team contributions and leadership, the sale closed on July 1, 2010 as planned. After the merger closed he led the East Region sales and service team as the Director of Sales and Service. The team consisted of 300 sales reps, and 17 supervisors. His teams finished as

the #1 or #2 teams in revenue, customer service and employee development annually from 2010-2013 winning the Frontier Platinum Award as the top sales team in 2011. Clint was also responsible for mentoring young, high potential managers in the organization as they were preparing to become Directors. He also spearheaded new product launches into the sales channels. He retired from the telecom industry in 2013 after 25 years.

In 2013 he created CT Arnold Enterprises Inc. and purchased an AAMCO Transmissions and Total Car Care auto repair franchise in South Charleston, WV. The company also includes a small real estate portfolio and ownership of a Food Truck in Charleston. He also serves on two non-profit boards in the Charleston area.

In 2012, Clint answered a call to serve in a leadership role at Abundant Life Ministries and was ordained as an Executive Pastor in December 2014. He is responsible for the Children's Ministry, Deacons, Ushers and church operations.

Clint has extensive experience and success in developing people, sales, marketing, operations and support teams. His key skills include strategic and tactical planning while transforming low and underperforming teams into high performing teams. His other strengths include communications, change management, leadership development, business and financial analysis, corrective action plans and performance leadership.

Clint has a BA in Communications from the University of Kentucky, where he was also a four year letterman and was an ALL SEC performer for the baseball team, He earned an MBA from the University of Charleston with a 4.0 GPA and is a graduate of the University of Maryland Executive Leadership Program. He has been married to Trina, a retired teacher, and also a UK graduate, for 30 years. Clint and Trina have two grown children, Christen (26) and Barrett (23).

**Elliot G. Hicks** has practiced law in Charleston, West Virginia for thirty-five years, three years as a sole practitioner or in a small firm, and more than thirty years with several of West Virginia's most distinguished law firms.

Elliot has taken well over one hundred jury trials to verdict in the state circuit courts and the federal district courts. He has tried to a jury verdict in the areas of products liability, premises liability, corporate and commercial litigation, insurance defense, and medical malpractice defense.

He was elected a Fellow of the American College of Trial Lawyers, and is a member of the Federation of Defense and Corporate Counsel. He maintains the highest rating of "AV" ® with Martindale-Hubbell, and he is recognized by inclusion in the publications, Best Lawyers in America®, and Super Lawyers®.

In March of 2014 Elliot Left the comfort of his law firm partnership to open Ellerbee Enterprises, Inc. an engineering and environmental consulting company providing services to the energy sector and other traditional businesses. It features consultation on design for roads, bridges, and well pads, in utility and pipeline engineering, construction and inspection. The company provides its engineering and consulting services under the name Ellerbee Environmental + Technical. He continues his work in the legal world with his solo mediation and arbitration practice under the name of Hicks Resolutions.

Elliot attended Washington and Lee University, and then graduated from West Virginia University with a Bachelor of Arts degree in Political Science in 1978. He graduated from West Virginia University College of Law with a Juris Doctorate degree and was admitted to practice law in West Virginia in 1981.

Elliot served as President of the West Virginia State Bar from 1998-1999, the first lawyer of color to hold that position.

Among his several other community activities, Mr. Hicks served for seven years on the West Virginia Higher Education Policy Commission, establishing policy for all state-supported colleges and universities, and currently serves as the Chairman of the Concord University Board of Governors. He served as Chairman of the Board of Trustees at the First Baptist Church of Charleston, and later served as the Chairman of the Board of Trustees of the Unitarian Universalist Congregation, also in Charleston. He was a regular panelist on "The Law Works" West Virginia Public Television show on legal issues of interest to the public.

**Charles Wilson** is a gifted motivational speaker, commercial nuclear operations trainer and entrepreneur. A pillar in his community, this Chicago native has risen to the top of the nuclear energy sector by gaining national notoriety for his role in implementing critical thinking curriculum and advocating for minority visibility in STEM-related careers.

Driven by the desire to one day gain financial independence, Wilson—the eldest of three, served over six years in the U.S. Navy and earned the distinct titles of Certified Nuclear Mechanical Operator and Engineering Laboratory Technician aboard two naval submarines. Proving to be invaluable, Wilson accredits his naval experience for helping to launch his 13-year post-naval career in the commercial nuclear industry as a Nuclear Chemistry Technician, Chemistry instructor, and Senior Reactor Operator Certified Trainer, one of the most highly regarded and respected accomplishments in the commercial nuclear industry.

Currently, Wilson is the Managing Partner at CW Consulting Group and CEO of the non-profit organization Legacy Nexus Foundation. His overarching purpose is to, "Eradicate Poverty." One of his proudest accomplishments is in the co-creation of the Legacy Nexus Program Critical Thinking and Behavior Change curriculum. Since its launch in 2009, the curriculum has been facilitated to nearly 4,000 students in more than 40 schools and educational institutions across the Chicagoland, Pennsylvania and Arizona areas.

Wilson has been deemed one of the leaders of the new school for his vision, forward-thinking and desire to create workforce pipelines for people of color, women and veterans into the energy and manufacturing job sectors. The Philadelphia Tribune recognized him as one of, "Philadelphia's Top 10 Most Influential African-Americans to Watch Under the Age of 40" in 2014. In April 2015, he was requested by Congressman Bobby Rush (IL) to testify as an expert witness before the U.S. House of Representatives' Energy and Power Subcommittee for the "Title II: 21st Century Workforce" bill. In February 2016, Charles was selected by the Chicago Defender as one of Chicago's "Men of Excellence."

Charles Wilson currently resides in Towson, Maryland and has 3 children