



RON SHARPE

BIOGRAPHY

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Ron adds a broad range of experience and expertise to the MBDⁱ team. After a distinguished 32-year career with Duke Energy, rising through the ranks from distribution engineering to the highest levels of executive sales and marketing management, Ron took a different path with MBDⁱ ... to consulting and training.



Professionally, he has a successful track record in overseeing a variety of overlapping projects staffed by experts ranging from administrative staff, to sales organizations, engineers and architects. His proficiency ranges from strategic planning and business development to organizational design and workforce management. Ron is an effective leader and an active catalyst for positive change with a strong ability to recognize and plan for needs, organization, training, coaching and mentoring.

His early exposure to the Mastering Business Development philosophy and process began in the 80s while with Duke. Throughout his career, Ron used his extensive experience in knowing and owning the MBDⁱ Business Development Process® in the engineering services arena, as well as the utility marketplace, to produce revenue results.

He has a BS in Civil Engineering from North Carolina State University and is a Registered Engineer in North Carolina and South Carolina. Ron is also a leader within the engineering and utility communities, serving as President of the Professional Engineers of North Carolina (PENC), Chairman of the Professional Engineers in Industries for PENC and the South Carolina Society of Professional Engineers, President of the PENC Educational Foundation, as well as Chairman of the Commercial Division of the Southeast Electric Exchange (SEE).

In 2004, Ron was honored as a Fellow of PENC.



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