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National Business Development Training and Consulting Firm Adds Consultant for the Engineering Services and Utility Industries

Mastering Business Development, Inc. (MBDⁱ), a national Business Development training and consulting firm headquartered in Charlotte, North Carolina, is pleased to announce that Rondal J. Sharpe, PE, has joined the firm as a senior Business Development consultant specializing in the engineering services and utility industries.

Bill Scheessele, President and CEO, said, "We are particularly pleased to have an individual of Ron's caliber join us. Ron is a distinguished graduate of our training and adds a broad range of experience and expertise to the MBDⁱ team."

Scheessele went on to state: "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. Throughout his career with Duke Energy, Ron used his extensive experience in knowing and owning the MBDⁱ Business Development Process to produce solid results."

During his 32-year career with Duke Energy, Sharpe rose through the ranks from distribution engineering to the highest levels of executive sales and marketing management. Professionally, his track record included overseeing a variety of overlapping projects staffed by experts ranging from administrative staff, to sales organizations, engineers and architects.

Sharpe has a BS in Civil Engineering from North Carolina State University and is a Registered Engineer in North Carolina and South Carolina. He served 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).