**Michael Sadler**

**9927 Hammontree Drive**

**Urbandale, Iowa 50322**

**515-276-8169**

**sadlerenterprises@msn.com**

**Summary:** Highly motivated leader with over twenty years of experience in customer service, sales, sales management, regulatory affairs and legislative affairs. I am a proven fast learner and team player. I possess a strong commitment to community involvement.

# Assistant Vice President- Public Policy & Government Relations, CenturyLink June 2011-Present

* Lead Government Affairs (Local, State, Federal) efforts in Iowa, Nebraska and South Dakota
* Manage direct reports and contract lobbyists in each state

**Director- Policy and Law, Qwest Communications March 2003- June 2011**

* Responsible for lead coordination of all of Qwest's government affairs activities in Iowa and Congressional affairs in South Dakota.
* Present Qwest positions to members of Iowa's general assembly to affect and influence their support of issues affecting Qwest
* Coordinate public relations efforts for Qwest in Iowa, including grant giving, media relations and internal communications.
* Lead political grassroots efforts of Qwest employees and retirees
* Manage and distribute PAC funds
* Received Qwest “Spirit of Service” award in 2005

**Manager-Policy and Law, Qwest Communications August 1999- Feb 2003**

* Maintain engineering and business office tariffs, interpreting tariff both internally and externally. Interface with Iowa Utilities Board staff as needed to support proposed tariff changes or defend company practices. Developed strong relationships with Board staff.
* Serve as Qwest Foundation contact for Iowa, analyzing giving opportunities, and awarding grants, driving positive media coverage when appropriate. Work closely with legislative team to maximize leverage of Foundation activity with political goals.
* Advocate Qwest policy positions with Iowa state legislature, Iowa Congressional delegation and other elected or appointed officials. Assist Legislative Director in lobbying state officials and their staff. Take the lead on legislative/regulatory issues when necessary. Developed strong relationships with key leaders in Iowa House and Senate as well as their staff.
* Media relations contact for Qwest in Iowa, fielding media inquiries, responding with appropriate company messaging. Drive positive media coverage when appropriate. Control media message as needed to limit negative company coverage. Work with corporate public relations team to develop media messaging for local legislative initiatives.
* Act as company advocate both internally and externally, using personal contacts when needed to achieve Qwest policy and legislative related goals.

**Customer Service Manager, U S WEST Communications Inc.** **1997- 1999**

* Sales team consistently finished in top tier of rankings on sales revenue achieved and customer satisfaction.

**Sales Consultant, U S WEST Communications Inc. 1994- 1997**

* Consistently ranked in top tier of sales revenue producers.
* Often received customer and manager commendations for providing excellent customer service.
* Received many awards for sales excellence, including an automobile.

**Board/External Involvement**

* Chair, Central Iowa Workforce Investment Board, Appointed by Governor Culver, 2010-present
* Chair, Iowa Jobs for America’s Graduates
* President, Alliance of Black Telecommunications Professionals Iowa
* Chair, Urbandale Civil Rights Commission, appointed by Mayor Andeweg, 2008-present
* Board member, Iowa Association of Business and Industry
* Board member, Iowa Taxpayers Association
* Board member, Executive Committee, Better Business Bureau
* Advisory Board member, Simpson College Public Policy Center
* Past Chair, Iowa Business Council Deputy committee
* Business Community Investment Advisory Council, appointed by Governor Vilsack, 2006
* Member, Iowa State Board of Corrections, appointed by Governor Culver, 2007-2011

**Volunteer awards**

* 2003 American Diabetes Association fundraiser of the year
* 2004 recipient of National Jobs for America’s Graduates “Above and Beyond” award
* 2005 class member of Des Moines Business Record’s “Forty under 40”
* 2009 Iowa State Fair Blue Ribbon Foundation “Iowan of the day”
* 2012 Simpson College “Double S’ award recipient

**Education**

* B.A. Management, Simpson College
* M.B.A., Quality Management emphasis, Upper Iowa University
* Graduate of Leadership Urbandale
* Graduate of Leadership Iowa