

Volunteer Opportunities

TOWN OF PARADISE VALLEY COMMITTEE VOLUNTEER APPLICATION FORM

Thank you for your interest in volunteering with the Town. Appointments to committees, commissions, and boards are made in February of each year and terms begin April 1. The application deadline for this appointment is cycle January 31. It is anticipated that there will be vacancies on the Advisory Committee on Public Safety (ACOPS), Paradise Valley Mountain Preserve Trust (PVMPT) the PV Arts Board, as well as other potential vacancies. You are welcome to indicate which committee(s) you are most interested in being considered for appointment. During the interview with the Mayor and Council, consideration will be given to the applicant's background, skills, and interests to assist in determining the best fit.

Please provide the following background information.

Name*

michael berry

Address*

[REDACTED]

Email*

[REDACTED]

Home Phone

[REDACTED]

Employer

phoenixNAP

Occupation

sales

Business Phone

Cell Phone

[REDACTED]

Number of years as PV resident

5

Professional experience highlights

MIKE BERRY

Paradise Valley, AZ 85253 (480) 980-4144 | mikeberry19@gmail.com linkedin.com/in/mikeberry1967

SENIOR ACCOUNT DIRECTOR - DATA CENTER, CLOUD, & INTERCONNECTION SOLUTIONS

Proven senior sales leader with 15+ years driving multi-million-dollar revenue growth in data center, colocation, and interconnection solutions for enterprise and hyperscale clients. Expert in consultative solution selling, strategic account development, and partner ecosystem growth across complex hybrid IT environments. Trusted by global brands including Google, Microsoft, AT&T, and Verizon to deliver scalable, secure, and high-performance infrastructure. Recognized for consistently exceeding quota through a blend of technical insight, business acumen, and relationship-driven execution.

Core Competencies:

Data Center Sales • Colocation & Interconnection • Cloud Infrastructure (IaaS / DRaaS / SaaS) • Enterprise Account Management • Hyperscaler Engagement • Channel & Partner Sales • Network & Connectivity Solutions • Cross-Functional Collaboration • Contract Negotiation • Pipeline Management • Salesforce and Dynamics CRM • Revenue Growth Strategy • AI & Digital Transformation

Professional Experience

PHOENIXNAP LLC, Phoenix, AZ

SENIOR ACCOUNT DIRECTOR - DATA CENTER, CLOUD, & INTERCONNECTION SOLUTIONS

2010 - Present

- Drove revenue growth by acquiring and expanding enterprise and hyperscale clients for colocation, cloud, and interconnection services across PhoenixNAP's global data center portfolio.
- Closed multi-million-dollar contracts with Fortune 500 customers and hyperscalers (Google, Microsoft, Fox, PitneyBowes, Charles Schwab), consistently ranking as a top performer in new logo acquisition and MRC attainment.
- Expanded network reach by onboarding Tier 1 carriers (AT&T, Zayo, Verizon, Lumen, Cogent), increasing interconnection capacity and generating exponential incremental revenue through upsell opportunities.
- Collaborated with Solutions Architects, Network Engineers, and Cloud Specialists to design tailored hybrid infrastructure solutions addressing performance, compliance, and scalability requirements.
- Strengthened customer retention and renewal rates through Quarterly Business Reviews (QBRs), proactive issue resolution, and continuous value delivery.
- Leveraged Salesforce and Microsoft Dynamics to manage full-cycle pipeline visibility, forecasting accuracy, and growth strategy.
- Built a network of channel partners and referral alliances, driving an increase in qualified inbound opportunities and expanding PhoenixNAP's regional footprint.
- Represented PhoenixNAP at industry trade shows and technology summits, promoting data center capabilities to enterprise and carrier audiences.

Key Achievements:

- #1 in new logo acquisition for 15 consecutive years.
- Spearheaded carrier ecosystem expansion, enhancing network diversity and client connectivity resilience.
- Consistently exceeded annual quotas while maintaining high client satisfaction and renewal rates.

BITGRAVITY (A Tata Communications Company) - Remote

Senior CDN Sales Executive | 2008 - 2009

- Developed and closed CDN and edge delivery solutions for enterprise clients focused on high-availability infrastructure and content acceleration.
- Delivered customized proposals and performance optimization plans, driving strong client adoption and retention across North American and APAC markets.

LIMELIGHT NETWORKS - Tempe, AZ

Senior CDN Sales Executive | 2006 - 2008

- Exceeded annual quota by 185% (\$2M+ revenue) and ranked #6 of 61 global reps through strategic selling of CDN and edge network solutions to enterprise and media clients.
- Awarded the Green Lantern Sales Award (2007 & 2008) for top global performance in enterprise account acquisition and retention.

EDUCATION

- MBA, Robert H. Smith School of Business - University of Maryland, College Park

BS, Finance, University of Baltimore

CERTIFICATIONS & TOOLS

- Salesforce CRM | Microsoft Dynamics | VMware | Zerto | Veeam | LinkedIn Sales Navigator | HubSpot |

What experience do you think qualifies you to be a committee member?

As a year-round resident who works from home, I have a front-row seat to the daily rhythms of Paradise Valley. My primary qualification is the unique, 'on-the-ground' perspective I gain as an active user of our streets., I have a deep, firsthand understanding of our community across all times of day and week—experiencing the quiet weekends and evenings contrasted with the busier weekdays. This perspective allows me to observe patterns in traffic, pedestrian activity, and neighborhood dynamics that others might miss. I am frequently out in the neighborhood on my motorcycle, bicycle, or running, making me a regular user of our streets and trails. This active lifestyle gives me a unique, up-close view of potential public safety hazards, such as nails, debris, and other road obstructions that could pose risks to motorists, cyclists, and pedestrians alike. These observations have heightened my awareness of opportunities to enhance road safety and prevention efforts in our town.

My enthusiasm for Paradise Valley drives my interest in this role. I would welcome the opportunity to collaborate closely with our Police Department, Community Resource Officer, legislators, and fellow residents to foster open dialogue on public safety issues. Through community outreach and education, I am eager to contribute ideas for improving an already exceptional town while learning more about its operations and challenges.

I believe my everyday immersion in the community, combined with a commitment to proactive safety improvements, would enable me to bring valuable resident insights to the Advisory Committee on Public Safety.

Community Activities

As I approach retirement age I'm trying to get more involved and active and improve our neighborhood. Prior to this I volunteered for several years at a non profit animal rescue. I've also gone on several ride alongs with the PV Police Department.

Information on each of the committees including summaries, annual reports, and meeting minutes are located on the Boards & Commissions page.

[Information on Committees](#)

Please indicate which committee(s) you would be interested in.*

- Advisory Committee on Public Safety
- Paradise Valley Mountain Preserve Trust
- PV Arts Board

Have you familiarized yourself with the duties of the committee(s) in which you are interested?*

- Yes
- No

Attach resume and cover letter

[Advisory Committee on Public Safety Cover Letter.docx](#)

* indicates required fields.

Please accept this letter as a formal expression of my interest in serving on the Advisory Committee on Public Safety. As a year-round resident of Paradise Valley who works within the town, I am deeply committed to maintaining the high standards of safety and quality of life that define our community.

My professional background allows me the flexibility to be highly engaged with local issues, while my personal lifestyle provides me with a unique vantage point. I am an avid runner, cyclist, and motorcyclist; being "out and about" on our streets daily gives me a detailed, firsthand view of our infrastructure and public safety environment. I notice the nuances—from road conditions and debris to changing traffic patterns—that are essential to proactive safety management.

I am particularly interested in this role because I believe public safety is a collaborative effort. I look forward to the opportunity to support our law enforcement department and work alongside town leadership to address resident concerns. My goal is to ensure that Paradise Valley remains a gold standard for safety, whether for a resident walking their dog or a commuter passing through.

Thank you for your time and for your dedication to our town. I welcome the opportunity to discuss how my perspective can contribute to the committee's goals.

Mike Berry

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]