

APPLICATION FOR APPOINTMENT – Martin County Library Board of Trustees – Please Print

RECEIVED
By Donna Gordon at 8:09 am, Jul 28, 2025

Check One: ☒ Mr. ☐ Mrs. ☐ Ms. ☐ Miss ☐ Dr.

Name: Richard A. Van de Houten

Residence Address: 5420 SW Orchid Bay Drive Palm City
FL 34990
Street - City - Zip Code

Mailing Address: N/A
(if different) Street - City - Zip Code

Commission District in which you reside: 5^{dg} Staff will complete.

Are you available year round to attend meetings? ☒ yes ☐ no If **no**, what months **are** you available?

Telephone numbers: daytime: 703-798-5889 alternate: — alternate: —
~ Area Codes are considered 772 unless you note otherwise.

EMAIL: rvandehoa@outlook.com

Have you ever pled guilty or "no contest" to a crime, been convicted of a crime, had adjudication withheld, prosecution deferred, been placed on probation, received a suspended sentence or forfeited bail in connection with any offense (except minor traffic violations)? Please show all convictions, including driving while intoxicated (DUI) convictions. ☐ yes ☒ no If yes, please provide the following information:

TYPE OF OFFENCES: N/A

DATES: N/A

PLACES (city/state): N/A

SENTENCES OR FINES: N/A

A conviction record does not necessarily disqualify you for consideration. Factors such as age at time of offense, nature of violation, and rehabilitation will be considered. The Martin County Board of County Commissioners retains the right to remove, at will, any appointee to a Board or Committee with or without cause.

Length of time lived in Florida? 35 years

Involvement with the Martin County Library System to date: Customer

→ CONTINUED →

What, in your opinion, is the real purpose for having a public library system in the community? _____

Please see attached

EDUCATION/EXPERIENCE: A resume is recommended to be attached containing this and any other information that would be helpful to the Board in evaluating your application. Resume or letter of qualifications attached? ☒ yes ☐ no

Education: _____

Employment Experience: _____

Other experience you feel would be helpful to the Board in making this appointment: None

Community Experience and Affiliations: Volunteer-American Corporate

Partners, 2019 to Present

Other County Boards/Committees/Task Forces on which you have served: None

Do you or any member of your immediate family work for Martin County or do you or a company that you are an officer or employee of have an existing contract with Martin County? If yes, please explain:

No

REFERENCES: Please list two references:

Paul McNeal, 717-572-1094

Les Cramer, 407-797-3048

- Applicant may be required by State Law and County Ordinance to file a Financial Disclosure Statement as part of the appointment process.
- Florida law prohibits an advisory board member from doing business with its agency (the County). Sections 112.313(3) and (7), Florida Statutes. However, upon full disclosure by the Applicant, the conflict may be waived at the discretion of the Board of County Commissioners by a supermajority vote. Section 112.313(12), Florida Statutes.

→ Signature: _____

Date: 7/25/25

Applications must be filed with Martin County Administration, 2401 SE Monterey Road, Stuart, Florida 34996 by Friday, August 15, 2025. All information submitted becomes public record. If you have any questions, please call (772) 221.1352 or send email to dgordon@martin.fl.us.

I feel our public libraries are important to our community as they offer convenient access to information, technology, and cultural resources to all citizens equally. They provide comfortable spaces for learning, personal growth, and civic engagement, supporting individuals of all ages and backgrounds. By fostering lifelong learning, libraries help reduce disparities and strengthen a shared community identity. Thus, a robust library system represents a meaningful investment in the social and intellectual progress of our community.

Richard Van de Houten

rvandeho@outlook.com 703-798-5889 [LinkedIn](#)

PROFESSIONAL OVERVIEW

A creative business leader with an engineering background and a history of developing over-achieving, diverse sales and engineering teams.

An instinctive "Challenger" seller with a track record of negotiating complex multi-million dollar contracts and exceeding revenue targets at exemplary margins. Consistently overachieve \$100M+ quotas.

Successful in cybersecurity, enterprise, and channels sales. Extensive background working with Service Providers as large enterprise customers, telecom providers, and as channel partners for networking and cybersecurity solutions.

Proud mentor to US veterans transitioning to civilian life through my association with American Corporate Partners.

CORE COMPETENCIES

C-Level Engagement
Zero Trust Networking
Talent Development

Complex Contract Negotiation
Cybersecurity
Strategic Partnerships

Sales & Engineering Leadership
AI Networking
Strategic Planning

SALES ACHIEVEMENTS

Over 100% Quota Attainment 17 of 20 Years

- FY24 Developed multi-million dollar pipeline with US and Asia Service Providers
- FY22 Achieved 150% attainment (>\$80M) channel revenue quota
- FY22 Promoted to lead the North America Service Provider Channel Business
- FY21 Achieved 125% attainment of enterprise quota
- FY18 Manager Excellence Award, Top Service Provider Sales Region, 230% of quota
- FY13 Sales Champion, 130% of quota

PROFESSIONAL EXPERIENCE

GRAPHIANT

Nov 2023 - Apr 2025

- Reported to Chief Business Officer
- Led sales for Global Service Provider and Federal Sales for an AI Networking startup
- Developed a multi-million dollar pipeline with US and Asian Service Providers

PALO ALTO NETWORKS

Nov 2020 - Jul 2023

Regional Vice President - North America Service Provider Channel Sales (Aug/2022 – Jul/2023)

- Promoted to lead all of North America Service Provider channel sales
- Built senior executive relationships across the Service Provider ecosystem

Regional Vice President - AT&T Enterprise and Channel Sales (Nov/2020 – Jul/2022)

- Maintained C-level relationships with AT&T, Palo Alto Networks' largest Service Provider customer/partner
- Achieved 150% FY22 channel business quota attainment (>\$80M) for managed security
- Achieved 125% FY21 enterprise quota attainment (>\$25M) for cybersecurity infrastructure
- Crafted creative multi-year global contracts for the enterprise (internal use) and managed services businesses
- Negotiated and executed a complex contract to launch Palo Alto Networks' first full-stack SASE managed service

CISCO SYSTEMS

Jan 1999 - Nov 2020

Regional Sales Manager – AT&T Enterprise and Managed Services, Aug/2016 to Nov/2020

- Built and led a diverse team of professionals responsible for all IT sales to one of Cisco's largest enterprise accounts (>\$75M annual quota)
- Led a second team of sellers in the development of managed services with AT&T, from concept through contract execution (>\$500M quota)
- Maintained C-level customer relationships toward creating transformative managed services including: SD-WAN, SASE, Security, Private 5G, IoT, SD-Access, and SaaS Collaboration
- Led VP engagements to develop and close one of the largest enterprise collaboration deals in Cisco's history
- 230% FY18 quota (#1 service provider region)

Manager, Sales Business Development, Global Service Provider Area, Aug/2013 to Jul/2016

- Promoted to lead all new "Virtual Managed Services" platform sales into U.S. service providers
- Led Area efforts to model the revenue implications of AT&T's "Domain 2.0" Network Functions Virtualization (NFV) strategy for their core, edge, and managed services networks

Strategic Account Manager, AT&T NGN and MOW Operation, Aug/2008 to Jul/2013

- Drove Cisco's seminal NFV and SDN deals: vBGP Route Reflector, LISP-MPLS VPN gateway
- Developed and closed a complex, multi-national core network deal worth \$100M globally
- Overachieved \$100M+ quota 4 of 5 years, and earned Sales Champion award in FY13

Enterprise Account Manager, Time Warner Enterprise, May/2006 to Jul/2008

- Covered 25 divisions of Time Warner Cable as independent enterprise accounts
- Responsible for VP-level sales for enterprise IT solutions; earned franchise wins from strong incumbents in security, IP Telephony, SAN, WAN, and WLAN solutions

Regional Sales Manager, Enterprise East Security Region, Aug/2004 to Apr/2006

- Promoted to lead a team of seven security sales specialists and five sales engineers covering 720 accounts in financial, retail, and healthcare verticals
- Ranked number two U.S. Security Region with 105% achievement of \$100M+ goal in FY05
- Attained CISSP certification

Global Account Manager, AT&T Operation, Aug/2000 to Jul/2004

- Sales lead supporting AT&T's global IP network resulting in \$300M+ revenue
- Achieved >110% of \$100M+ quota three straight years, >130% twice

Product Manager, Telephony Internet Services Unit, Jan/1999 to Jul/2000

- Developed an Element Management System for Cisco's initial soft-switch for Class 4 telco switching
- Leveraged software engineering background to produce cost models which drove complete overhaul of product architecture and outsourced software development arrangement

ALCATEL

Jan 1995 - Dec 1998

Director of Engineering

- Recruited and directed an organization of three managers and 31 engineers in hardware engineering and Object-Oriented software development for Celcore, a GSM telecom startup acquired by Alcatel in 1998

EDUCATION - CERTIFICATIONS - ASSOCIATIONS

Master of Science - Engineering Management

Florida Institute of Technology, Melbourne, FL

CISSP Certification

Certified Information Systems Security Professional Expired 2007

Bachelor of Science - Computer Science

University of Florida, Gainesville, FL

American Corporate Partners

Mentor to US military veterans reentering civilian life

FINRA Securities Industry Essentials (SIE) - Passed 2025