

## Sales Force

When Southwest District Manager Mike D'Onofrio isn't overseeing sales for pharmaceutical front-runner Bristol-Myers Squid, he is likely at an airport — heading to or from a business meeting. But the precious extra time he has, D'Onofrio often spends it volunteering. On a phone interview in-between flights, he stops to enthusiastically discuss School of Global Management & Leadership graduate programs.

“(SGML's MBA) gave me the opportunity to do research, which has led to a series of career advancements. I'm very grateful. It's almost like I was going to a private business school. I can't speak highly enough of it,” D'Onofrio says. “If I could stand on top of a mountain and tell everybody, I would.”

For his graduate research, D'Onofrio conducted a sales force effectiveness research project for Bristol-Myers Squid. As a result of that research, they incorporated many of his findings into their sales practices, offered him a job and honored him with their highest award in the Immunoscience Division — the Summit Award — which recognizes leadership.

D'Onofrio says SGML helped hone the analytical skills he needed for his master's project but also bettered his communication skills, a curriculum change he attributes to globalization. Never before has the MBA so

aggressively worked to prepare students to effectively convey their ideas.

“The rewards I gained from the program were so powerful I felt obligated to share it with other people. I needed to give back.”

This desire led him to join the SGML Graduate Alumni Chapter just before graduation in 2007, and less than a year later, he finds himself the new chair for the upcoming academic year.

He calls the 1,500-member group a “conduit” meant to serve its alumni and improve the quality of their lives and those of the community at large. As chair, D'Onofrio is committed to developing a higher level of added-value networking for members such as career development or social events, and is particularly excited that the group is developing new virtual technologies he likens to those used by many of the world's largest corporations. The technology allows members to conference with one another from remote locations, saving them time in commuting to a physical location and the money to get there.

“ASU's West campus is one of those gems,” D'Onofrio says. “These are people, for the most part, who are working full-time and going to school. Teachers are well-trained. That's why I'm so proud of it.”

## Alumni Graduate President 2007 - 08:

### Ron Pint

CLASS OF '05, MBA

**Get Ron Pint talking about entrepreneurs and local business leaders and his speech patterns change noticeably: His words accelerate from a steady stroll to a brisk gait that verge on an open sprint. He is, unquestionably, passionate about business and the inspiring people behind the success of their companies and businesses. Pint earned an MBA from SGML in 2005, which he says allowed him to be a better leader “and use information gained in classes to make better decisions (on the job).” Pint is manager of the network development department at Cox Communications in Phoenix, where he has worked since 1979. As outgoing chair of the West campus MBA Alumni Chapter, Pint says he will continue serving on the advisory board and that he particularly looks forward to getting more alumni involved and attracting high-caliber guest speakers as they've enjoyed in years past.**

### Graduate Alumni Profile:

MIKE  
D'ONOFRIO

CLASS OF '07, MBA

## SGML Graduate Alumni Chapter

Michael D'Onofrio - President  
Ronald Pint - Secretary/Treasurer  
Rachel Johnson - Communications Officer  
Eleanor Strickland - CAC Representative  
Barbara Barelka - At-Large Board Member  
Steve Martin - At-Large Board Member