

# Keith Wyche

## **President, U.S. Operations, Pitney Bowes Management Services "Mentor to Corporate America's Minorities"**

As President of U.S. Operations at Pitney Bowes, Keith Wyche is responsible for directing approximately 8,000 people and operations at the more than 1,100 sites across the country.

As a renowned mentor to minorities in Corporate America, Wyche incorporates a signature "straight shooter" approach to help minority professionals advance from middle management to executive leadership—a feat that, according to statistics, is still uncommon in Corporate America today.

At perhaps the highest point of his career, Wyche is now focusing on translating his success into significance. That's why, as one of corporate America's highest ranking African American executives, he is sharing secrets to breaking from middle management to senior leadership.



### ***About Wyche's Philosophy***

Born into very modest economic circumstances, to say the least, Wyche recalls being rejected multiple times from a local prestigious private school and, as an adult, he learned firsthand that many in corporate America frown on graduates of state universities. Still, none of his life experiences and corporate setbacks stifled his determination to excel in the business world. On the contrary, it served as fuel to propel him along an impressive journey up the corporate ladder.

This is why **Wyche's bottom line message to today's minority professionals is: Good is Not Enough—a message that is not about what corporate America isn't doing, but about what today's minority professionals aren't doing to break through the proverbial glass ceiling.**

Wyche's practical perspective provides professionals with a "sneak peek" from the inside of the executive suite—to help minority professionals see themselves through the same lens from which executive decision makers view them and to empower them with applicable career growth strategies.

### ***About Wyche's Corporate Career***

Wyche joined Pitney Bowes in 2003 as Area Vice President-Western Operations for Mailstream-The Americas, where he focused on driving customer acquisition and retention strategies to achieve accelerated growth in the company's Western Region. His impressive performance in that role earned him the added responsibility of managing the Pitney Bowes Employee Development & Performance training facility at Aberdeen Woods in Georgia. His work there led to the creation of several new leadership development programs and an increased emphasis on solution selling.

Prior to joining Pitney Bowes, Wyche was Group Vice President for Wireless Sales at Convergys Corporation. He was the lead executive for Convergys' largest vertical market,

and was a key architect in developing the company's call center operations in India and Canada. Wyche's previous experience includes a variety of senior-level positions at Ameritech, AT&T and IBM.

***About Wyche's Accomplishments***

Wyche has been recognized for his leadership by *Black Enterprise* and *Ebony* magazines and was also named "MBA of the Year" by the National Black MBA Association's Cleveland Chapter. He is a member of the Executive Leadership Council (ELC), a professional organization consisting of the top 250 African-American senior corporate executives in the U.S. He was also recently recognized by the National Urban League as an "African American Man of Distinction."

Wyche received his BBA from Cleveland State University and his MBA from Baldwin-Wallace College, and he has been recently signed by Portfolio Press, a division of the Penguin Group to share his best practices in a business book, preliminarily titled *Good Is Not Enough*, that will be published in early 2008.