

From: [LinkedIn](#)
To: [Eicher, Michael](#)
Subject: Michael Eicher, you have new invitations and notifications
Date: Sunday, April 14, 2024 4:16:36 AM

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Brittany N. Shaff, bCRE, CFRE commented on **Melinda Phillips'** post: Thanks for sharing!

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Walter "Ted" Carter commented on **Krisanthe Vlahos**'s post: Thank you again for allowing...

[See post](#)



Ann Kolakowski, CAP®, CFRE commented on **Jim Langley's** post: Gonna push back on birthday cards for planned...

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This email was intended for Michael Eicher (Sr. VP for Advancement and President of The Ohio State University Foundation at The Ohio State University)

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From: [Rubin, Sara](#)
To: [Eicher, Michael](#)
Subject: FW: christine!
Date: Wednesday, July 17, 2024 4:24:12 PM
Attachments: [Krisanthe Vlahos - Resume 2024.pdf](#)
[image001.png](#)

See the resume attached of the President's referral. Her salary expectations are ideally \$88,000-\$100,000 but preferably over \$100,000. She is interested in the following roles:

- R107612 – Director of Development – Pharmacy
- R104882 – Sr. Director of Development – WMC
- R108420 – Director of Development – College of Medicine
- R108550 – Exec. Director of Development – Law

From: Lambert, Kim <lambert.348@osu.edu>
Sent: Tuesday, July 9, 2024 2:33 PM
To: Rubin, Sara <rubin.172@osu.edu>
Subject: RE: christine!

Hi Sara – yes her resume is attached. Her and I are going to speak again at the end of the week – if you have anything you feel would be a good fit let me know – would love your insights. Thanks so much for reaching out.



Kim Lambert

Director – Executive Talent Acquisition

Human Resources

1590 N. High Street, Suite 300, Columbus, OH 43201

614-292-5756 Office

Shared Values in Action: As a Buckeye, I am committed to supporting [Ohio State's Shared Values](#).

From: Rubin, Sara <rubin.172@osu.edu>
Sent: Tuesday, July 9, 2024 12:58 PM
To: Lambert, Kim <lambert.348@osu.edu>
Subject: christine!

Hi Kim,

Hope you are well and staying cool. The President just called indicating we may have a potential candidate for available positions in advancement, Christine.... Could I see her resume? Will help me to determine what roles she might be suited for etc.

Cheers

Sara

Sara E. Rubin
Vice President of Development
The Ohio State University
[REDACTED]

Krisanthe Vlahos

Krisanthe Vlahos

Saint Louis, Missouri


karak@redacted.com
[linkedin.com/in/krisanthe](https://www.linkedin.com/in/krisanthe)

Skills

Business Development Executive over twenty years with responsibilities including safety training, corporate account acquisition & retention, contract negotiation and B2B relationship management. Leadership success proven in national contract relationships across Fortune 500 sector. Ability to deliver customer centric solutions through the engagement of internal corporate matrix. Superior ability to design and implement customized high impact programs linked to research, policy, and industries solution plan. Identify hard and soft cost benefits to stakeholders from field to C-suite levels. Exceptional analytical and communication skills with a professional attitude and enthusiasm.

- ❑ 15 + years extensive focused field experience in Power Utility/Oil & Gas/Construction/Telecom/Safety
- ❑ Support Services & Training management
- ❑ Contract draft, structure, negotiation, review changes, compliance administrator
- ❑ Channel partner management
- ❑ Supply chain management
- ❑ Logistics management
- ❑ ISO processes & auditing
- ❑ Continuously bring value to prospective and existing clients
- ❑ Consultative project management sales technique
- ❑ Clear and persuasive presentations to all size groups and management levels
- ❑ Proven ability to develop, nurture and close business-to-business large dollar sales in complex sales cycle
- ❑ Complex negotiations and pricing experience
- ❑ Strategic business planning 6-24 month time span.
- ❑ Direct experience with closely collaborating with partners for pipeline development, as well as other areas of intersection
- ❑ Leverage technology to produce automated and on-demand summaries, reports, and KPIs to clients and organization stakeholders
- ❑ Services/Technology – experience presenting relevance and value add benefits
- ❑ Strong contract negotiator and closer
- ❑ Lead internal team to develop, transition and implement clear communication of client needs-account manager, operations, customer service, IT- to ensure smooth client hand off
- ❑ Proficient cross-functional learning

- ❑ Adept and creative in highly complex environment
- ❑ Strong emotional intelligence
- ❑ Entirely self-motivated driven to succeed
- ❑ Broad knowledge of Utility, Oil & Gas, Construction, Telecom

Experience

THE CALLOUT PODCAST / LINEMEN+US / Founder

May 2017- Present, St. Louis, MO

- ❑ Accepted into St. Louis University-John Cook School of Business SLUstart program due to uniqueness of the startup concept
- ❑ Created to advocate for awareness and promote the Power Utility industry as a career choice for Transitioning Military / Veterans
- ❑ Promote Power Utility Industry as career choice, with emphasis on success stories of Veterans in Power Utility, including as power linemen.
- ❑ Invited to speak at events to promote Power Utility industry to Transitioning Military / Veterans.
- ❑ Consultant/Mentor

Arbill / Sr. Business Development Manager

FEBRUARY 2012- APRIL 2017, HEADQUARTERS-PHILADELPHIA, PA

- ❑ Report to the President
- ❑ Capture incremental corporate accounts throughout North America for safety and training product portfolio
- ❑ Tasked with winning corporate contracts worth \$1M or higher
- ❑ Collaborate with distribution channel teams to develop incremental business, in addition to independent selling
- ❑ Lead internal teams to effectively analyze then compose complex RFI/RFP proposals
- ❑ Leverage manufacturers to maximize cost efficiency and competitive market advantage
- ❑ Develop innovative market strategies based on industry movement
- ❑ Track national and global corporate activities to fully understand client needs, strengths, weakness
- ❑ Consistently network to maintain relationships and market presence

2012-2017: Created year over year revenue growth average 8-10%annually

2014: Won single highest contract value in company history \$12M (\$4M/yr for 3 years) -Ameren

2014: Gained access and won contract with largest global retailer in record time – 10 months-Walmart

Colt Safety / Business Development Manager

JANUARY 2007 - FEBRUARY 2012, SAINT LOUIS, MO

- ❑ Report to the President
- ❑ Safety product portfolio sales across North America
- ❑ Spearheaded expansion and development initiatives in utility,

petro and energy markets

- ❑ Managed portfolio of accounts of \$1M sales
- ❑ Negotiated pricing with manufacturers. Completed and won RFP processes
- ❑ Contributed to ISO process audits
- ❑ Warehouse logistics management
- ❑ Surpassed annual quota by 15-25% annually
- ❑ Territory Sales Growth: From \$500k-1MM

Howse & Holmes Realtors / President and Owner

2001 - 2007, SAINT LOUIS, MO

- ❑ Managed portfolio of listings, buyers and agents
- ❑ Marketed listings and advertised company to successfully expand market
- ❑ Managed and trained all agents within company
- ❑ Negotiated real estate contracts
- ❑ Financial management of company
- ❑ Title company transaction management-title work and verify accuracy of closing statement calculations
- ❑ Sold 65% of \$30M development by Dual Agency
- ❑ Chairperson 2003-2004-St. Louis Board of Realtors Contracts and Forms Committee
- ❑ Member of St. Louis Board of Realtors Legislative Committee
- ❑ Member of St. Louis Board of Realtors Arbitration Committee

Education

2019 Saint Louis School of Business ISCM Certification Program

2018 Saint Louis School of Business SLUStart Entrepreneur Mentorship

2016 Completing OSHA 10 & OSHA 30 training

2014 IMPAX Global Sales Training

2008 OSHA 10, Competent Person Certification

2007 Safety OSHA Certification Training

2004 Real Estate Broker License Continuing Education

1998 Real Estate Legislative Continuing Education

1996 Real Estate Contract Understanding and Negotiation

1994 Real Estate Broker License: Real Estate Sales & Management

1991 University of Illinois – School of Agriculture

Awards

2017 Business Development Executive of the Year – Circle of Excellence

2016 Business Development Executive of the Year – Circle of Excellence

2015 Business Development Executive of the Year – Circle of Excellence

2014 Business Development Executive of the Year – Circle of Excellence

2013 New Business Development Executive of the Year – Circle of Excellence

2012 Go Getter of the Year New Business-first year with Arbill

2009 Colt Safety – Top Producer Business Development Manager

2006 Howse & Holmes Realtors - Sold 65% of \$30M development

2004 St. Louis Board of Realtors Contracts Committee- Chairperson

From: [Eicher, Michael](#)
To: [Martin, Katryna](#)
Subject: RE: (FYI ONLY) FW: Eternal Gratitude to Sara, Kim and Alex
Date: Thursday, August 1, 2024 10:49:00 AM

Thanks. I did see this one, but it is worth reading a few times.

From: Martin, Katryna <martin.2597@osu.edu>
Sent: Thursday, August 1, 2024 9:43 AM
To: Eicher, Michael <eicher@osu.edu>
Subject: (FYI ONLY) FW: Eternal Gratitude to Sara, Kim and Alex

Sharing in case you haven't already seen this...

Thank you,

Katryna

From: Mizer, Stephanie <mizer.43@osu.edu>
Sent: Wednesday, July 24, 2024 3:18 PM
To: Broshious, Alex <broshious.4@osu.edu>; Martin, Katryna <martin.2597@osu.edu>
Subject: RE: Eternal Gratitude to Sara, Kim and Alex

Kim Lambert just told me about this. Nice work, Alex!

From: Broshious, Alex <broshious.4@osu.edu>
Sent: Wednesday, July 24, 2024 3:06 PM
To: Mizer, Stephanie <mizer.43@osu.edu>; Martin, Katryna <martin.2597@osu.edu>
Subject: FW: Eternal Gratitude to Sara, Kim and Alex

FYI!

From: krisanthe karagiannis <kv@linemenplusus.com>
Sent: Wednesday, July 24, 2024 2:42 PM
To: OSU Office of the President <president@osu.edu>
Cc: Rubin, Sara <rubin.172@osu.edu>; Lambert, Kim <lambert.348@osu.edu>; Broshious, Alex <broshious.4@osu.edu>
Subject: Eternal Gratitude to Sara, Kim and Alex

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President Carter,

I wanted to take a moment to reflect on my recent experiences with The Ohio State University folks. To say they were extraordinary would be an understatement to say the least!

Kim Lambert has been instrumental from the word go. From her initial outreach, to her lightening fast proactive facilitation of connecting me with Sara Rubin and Alex Broshious, to immediate relocation resources to call Columbus home...I'm amazed and overwhelmed with joy!

Sara Rubin is a powerhouse! She skillfully brought everything into focus for me in 10 minutes flat. Her invaluable insight afforded a much deeper understanding of OSU. It's led me to begin exploring a first of its kind mutually beneficial collaboration of The Callout Podcast, OSU and the power utility industry to support Veterans. I'm eager to continue learning from Sara.

My call with Alex Broshious was a blast! The topics ranged from both of us having family who are Navy Nukes/Subs (his older brother - my oldest son), to his generous offer to connect me with OSU leadership for Veteran workforce development to discuss elevating awareness of power utility careers and to promote OSU higher ed cert and/or grad programs to power utility, to the best Korean BBQ ever... in of all places...Pickerington, OH.

The quality, character and care demonstrated by each OSU team member is impressive, as well as touching. I hope to have the pleasure of meeting everyone in person soon to express my eternal gratitude.

Kindest regards,

Krisanthe

Krisanthe Vlahos

Founder | CEO

THE CALLOUT PODCAST



www.ConnectToPower.com

<http://linkedin.com/in/krisanthe>

<https://youtube.com/@thecalloutpodcast3716?si=EAuc0WS3b-a-7OVe>

From: [LinkedIn](#)
To: [Eicher, Michael](#)
Subject: Courage Lab Founder & CEO recently posted
Date: Wednesday, September 17, 2025 8:49:45 PM

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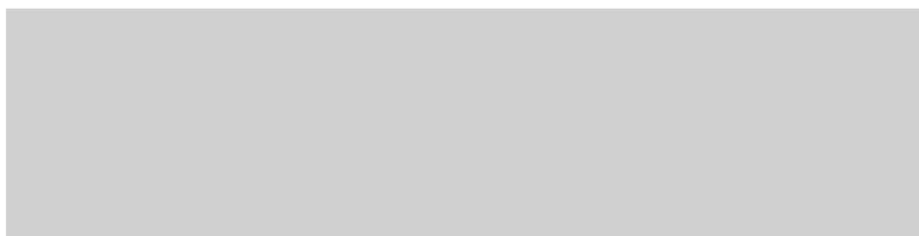
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From: [Rubin, Sara](#)
To: [Eicher, Michael](#)
Subject: callout
Date: Monday, March 9, 2026 7:26:41 AM

krisanthe vlahos

https://www.youtube.com/channel/UC_4YKt28YjCwGQJHe33iY9Q

<https://www.linkedin.com/in/krisanthe/>

Sara E. Rubin

Vice President of Development

The Ohio State University

