

From: [Rubin, Sara](#)
To: [Fowler, Lorri](#)
Subject: FW: christine!
Date: Wednesday, July 10, 2024 2:01:00 PM
Attachments: [Krisanthe Vlahos - Resume 2024.pdf](#)
[image001.png](#)

Hi there! Out of curiosity are there any openings on Alyssa's team?

Thanks

Sara

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



Krisanthe Vlahos

Krisanthe Vlahos

Saint Louis, Missouri

[karak](#)
[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
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- ❑ 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
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- ❑ Entirely self-motivated driven to succeed
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THE CALLOUT PODCAST / LINEMEN+US / Founder

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Arbill / Sr. Business Development Manager

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- ❑ Report to the President
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Howse & Holmes Realtors / President and Owner

2001 - 2007, SAINT LOUIS, MO

- ❑ Managed portfolio of listings, buyers and agents
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From: [Rubin, Sara](#)
To: [Lambert, Kim](#)
Subject: Re: christine!
Date: Thursday, July 11, 2024 8:30:27 AM
Attachments: [image001.png](#)

The issue for us is going to be that there are others for those roles with direct fundraising experience.

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From: Lambert, Kim <lambert.348@osu.edu>
Sent: Thursday, July 11, 2024 8:06:38 AM
To: Rubin, Sara <rubin.172@osu.edu>
Subject: RE: christine!

Sara – thanks so much for sharing her resume with Lorri. Krisanthe emailed me yesterday with a list of roles she has applied to –

- R106847 – Sr. Director, Grants and Foundations
- R107612 – Director of Development – Pharmacy
- R104882 – Sr. Director of Development – WMC
- R108420 – Director of Development – College of Medicine
- R108550 – Exec. Director of Development – Law

Alex is the recruiter on the majority of these – I was going to reach out to him to get his thoughts of her candidacy for any of the roles she has applied to. I am also going to schedule a call with Krisanthe and will provide her the information for Lorri’s opening, however I could not find a req # on that one in Workday.

I greatly appreciate your assistance with this.



THE OHIO STATE UNIVERSITY

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From: Rubin, Sara <rubin.172@osu.edu>
Sent: Wednesday, July 10, 2024 6:00 PM
To: Lambert, Kim <lambert.348@osu.edu>
Subject: Fwd: christine!

See Lori's note below.

When I think about a role for her - I think corporate and business development. Presently salaries are higher for those positions based in ERIK vs in Advancement and there is one open that might suit her. Suggest she look at that role if she hasn't already. I will keep thinking about more.

Sara

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From: Fowler, Lorri <fowler.142@osu.edu>

Sent: Wednesday, July 10, 2024 2:13 PM

To: Rubin, Sara <rubin.172@osu.edu>

Subject: RE: christine!

Hi Sara,

Yes, there are two vacant positions. The first is Mike Wiseman's Director level position and the second is a Business Development Coordinator. Based on the CV, she's best suited for the Director level role.

Thanks,

Lorri

From: Rubin, Sara <rubin.172@osu.edu>

Sent: Wednesday, July 10, 2024 2:02 PM

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Sara E. Rubin

Vice President of Development

The Ohio State University



From: [Rubin, Sara](#)
To: Michael.Faber@osumc.edu
Subject: FW: christine!
Date: Thursday, July 11, 2024 10:02:00 AM
Attachments: [Krisanthe Vlahos - Resume 2024.pdf](#)
[image001.png](#)

Hi there and good morning.

Would you take a look at this resume? This person is interested in some of your posted medicine roles as well as others in the university. The President asked me if we could help her. Kim Lambert in recruitment is working with her. I recommended she consider two roles currently in ERIK. Let me know if you think her experience would allow her to be a candidate for any of the medicine roles – clearly translational skills but cultural leap and fit and lack of fundraising experience would be tough to come past.

Thanks,
Sara

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[REDACTED]

Krisanthe Vlahos

Krisanthe Vlahos

Saint Louis, Missouri


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

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From: [Donovan, Ciara](#)
To: [Rubin, Sara](#)
Subject: RE: Lambert
Date: Wednesday, July 17, 2024 11:45:12 AM
Attachments: [image001.png](#)

Sounds great! She called me while I was in a meeting- I rang her back and left a voicemail. I'll follow up with the date/time we land on.

Thank you!

Ciara



Ciara Donovan (she/her/hers)
(Phonetically: "Keer -ah")
<https://namedrop.io/ciaradonovan>

Executive Assistant

Sara Rubin, Vice President for Development
Brian Danforth, Associate Vice President for Development
Chris Delisio, Assistant Vice President and Executive Director of Principal Gifts

Office of Advancement

University Square North, 14 East 15th Avenue, Columbus, OH 43201
donovan.272@osu.edu (614) -247-1520 / Mobile: [REDACTED]

From: Rubin, Sara <rubin.172@osu.edu>
Sent: Wednesday, July 17, 2024 9:58 AM
To: Donovan, Ciara <donovan.272@osu.edu>
Subject: Lambert

Kim Lambert from central recruiting will be calling you to arrange a zoom discussion for me with a candidate. Krisanthe Vlahos is the candidate.

Thanks

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

From: [Lambert, Kim](#)
To: [Rubin, Sara](#)
Subject: RE: Lambert
Date: Wednesday, July 17, 2024 3:24:44 PM
Attachments: [image002.png](#)
[image003.png](#)

Thank you!! Let me know how it goes.



Kim Lambert

Director – Executive Talent Acquisition

Human Resources

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From: Rubin, Sara <rubin.172@osu.edu>
Sent: Wednesday, July 17, 2024 3:14 PM
To: Lambert, Kim <lambert.348@osu.edu>
Subject: FW: Lambert

Confirmed.

From: Donovan, Ciara <donovan.272@osu.edu>
Sent: Wednesday, July 17, 2024 2:34 PM
To: Rubin, Sara <rubin.172@osu.edu>
Subject: RE: Lambert

Conversation confirmed for tomorrow, 7/18 from 4-5pm. I am adding the details to your calendar now.

Thank you!

Ciara



Ciara Donovan (she/her/hers)

(Phonetically: “Keer -ah”)

<https://namedrop.io/ciaradonovan>

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The Ohio State University
[REDACTED]

From: [Krisanthe](#)
To: [Rubin, Sara](#)
Subject: Re: (Virtual) Krisanthe Vlahos & Sara Rubin Discussion
Date: Wednesday, July 17, 2024 3:28:22 PM

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Sara,
Thank you for your time & interest. I've accepted the invite. Really looking forward to meeting tomorrow!

Krisanthe
[REDACTED]

On Jul 17, 2024, at 1:35 PM, Rubin, Sara <rubin.172@osu.edu> wrote:

Microsoft Teams [Need help?](#)

[Join the meeting now](#)

Meeting ID: [REDACTED]

Passcode: [REDACTED]

Dial in by phone

[REDACTED] United States, Columbus

[Find a local number](#)

Phone conference ID: [REDACTED]

For organizers: [Meeting options](#) | [Reset dial-in PIN](#)
[Org help](#)

<mime-attachment.ics>

From: [Rubin, Sara](#)
To: [Eicher, Michael](#)
Subject: The Call Out
Date: Thursday, July 18, 2024 4:47:00 PM

Hi,

I talked to Krisanthe. She is interesting. Not employed at the moment. She seems to have lots of connections in the gas and power business. Probably a rain maker. She may create a niche for herself as a consultant or connector for hire between companies and institutions. Never worked in a large complex place. Solo operator. Will see if we can find the job opening that she might be right for in ERIK. She couldn't really answer why Columbus is of interest to her. Sold her house and is figuring out what to do next. The Pod Cast she runs is The Call Out.


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

She is clearly an athlete as well.

Sara E. Rubin

Vice President of Development

The Ohio State University



From: [Eicher, Michael](#)
To: [Rubin, Sara](#)
Subject: Re: Eternal Gratitude to Sara, Kim and Alex
Date: Wednesday, July 24, 2024 2:50:23 PM

Not well, I would guess, if she is “President Carter” to her.

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From: Rubin, Sara <rubin.172@osu.edu>
Sent: Wednesday, July 24, 2024 2:45:16 PM
To: Eicher, Michael <eicher@osu.edu>
Subject: Fwd: Eternal Gratitude to Sara, Kim and Alex

Interesting- over the top. Not sure how well Ted knows her.

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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

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

From: [Eicher, Michael](#)
To: [Rubin, Sara](#)
Subject: Re: Eternal Gratitude to Sara, Kim and Alex
Date: Wednesday, July 24, 2024 2:51:03 PM

Also, this went to his public email, nit his private address...

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From: Rubin, Sara <rubin.172@osu.edu>
Sent: Wednesday, July 24, 2024 2:45:16 PM
To: Eicher, Michael <eicher@osu.edu>
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THE CALLOUT PODCAST



www.ConnectToPower.com

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From: [Rubin, Sara](#)
To: [Fowler, Lorri](#)
Subject: Fwd: christine!
Date: Friday, August 2, 2024 9:32:44 AM
Attachments: [Krisanthe Vlahos - Resume 2024.pdf](#)
[image001.png](#)

Resume

Get [Outlook for iOS](#)

From: Lambert, Kim <lambert.348@osu.edu>
Sent: Tuesday, July 9, 2024 2:32:58 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.



THE OHIO STATE UNIVERSITY

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



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