

Roland Cardoza

Senior Director, Sales at WebMedia



14 people have recommended Roland

"Roland has built a strong (and deserved) reputation as someone with vision, diligence and integrity – someone who gets things done! Roland is an inspiring Sales Director who is focused and dedicated to producing his very best at all times. His many years as a sales leader and marketing strategist are evident in the way he approaches tasks and consistently delivers great results. I can recommend Roland Cardoza as a person with exceptional interpersonal skills and has provided outstanding leadership for the sales and marketing teams at WebMedia. When you get to connect with him, you'll discover an amazing person with unique skills! "

— **Cynthia Hyatt**, *Director, Social Media, WebMedia*, worked indirectly for Roland at WebMedia

I worked very closely with Roland Cardoza during my time leading the recruiting function at WebMedia. He is a tremendously engaged and energetic leader, who clearly 'gets' recruiting and how to build high- performance sales teams. I found Roland to be a collaborative partner who remains actively involved throughout the recruiting process. His ability to clearly articulate his needs, thoughtful approach to candidate evaluations, and natural way of energizing candidates during the recruiting cycle has allowed us to attract top talent to his sales team at WebMedia."

— **Maria Hernandez**, worked directly with Roland at WebMedia

"I have worked closely with Roland Cardoza for the past 8 years, and I recommend him without reservation. Roland is a consummate professional. I have seen him in action with C-level decision makers, technical engineering-oriented influencers, and commercial managers. He is equally comfortable with any level of management. Roland is also a great coach for his sales team - he brings the best out in the people he works with. Roland is an individual who will execute and consistently deliver strong results."

— **Steven Roberts**, managed Roland at WebMedia

"Roland was a great volunteer for Feed Your Soul. For several years Roland feed the homeless in Santa Monica. He made a website for Feed Your Soul and hosted the URL on his own. Feed Your Soul could not have gone to a higher level of fundraising and volunteer raising were it not for Roland's help. We owe you a debt of gratitude, Sincerely, Lindsay Hirsch, President Feed Your Soul"

— **Lindsay Hirsch**, *President, Feed Your Soul*, managed Roland at WebMedia

"Roland is a high quality individual with integrity, honesty and a true sales strategist. His attitude, organization skills, and ability to lead and coach his team through difficult situations are a great asset to any organization. He is well-regarded not only by those in his department, but throughout the company as well. It is a pleasure to work with Roland and I would highly endorse his work ethic, skill set and personality."

— **Linda Evans**, managed Roland indirectly at WebMedia

"Roland has been volunteering his services to our charity www.feedyoursoul.org. His advice, dedication and support to our cause have been invaluable. He continues to bring new ideas and initiatives to achieve our mission of ending homelessness in Southern California. We can't get along without him. Mickey Bale - Secretary, Feed Your Soul."

— **Mickey Bale**, was Roland's client

"I have had the pleasure of working with Roland at WebMedia for the past three years. Roland has very strong business acumen and is exceptional at managing highly complex business situations. He has demonstrated leadership and a high sense of urgency with both internal and external customers. Roland is someone you can count on - and he always has a "can do" attitude. I highly recommend Roland for any sales, marketing or leadership role."

— **David Stewart**, worked directly with Roland at WebMedia

"Roland Cardoza is the ultimate professional with a very strong background and a great education. He was a delight to work with and added value to the process by his constant positive attitude and detailed follow through. Roland is a unique breed of true professionalism and you can count on him to get the job done, done well, and done with integrity. Nancy Neubauer, Senior Manager, Altos Search Group"

— **Nancy Neubauer**, was with another company when working with Roland at WebMedia

"Roland has actively supported with web developments a non-profit organization in which I am treasurer, and a board member. Roland has been highly responsive, and taken great initiative on our behalf. I strongly recommend him. Morgan Harwith"

— **Morgan Harwith**, was with another company when working with Roland at WebMedia

"He is the definition of a professional and has deep knowledge in his field. I have had the pleasure of working with Roland and highly recommend him."

— **Shana Hildebrand**, worked with Roland at Keller Graduate School of Management

Roland is very determined, diligent, and goal-oriented; he is the perfect balance of a strong work ethic combined with an outgoing, magnetic personality."

— **Bill Hencke**, was with another company when working with Roland at Steven Group - Microsoft Great Plains Software

"Roland is a strategic thinker with a clear vision and action plan for the company. He has highly accomplished leadership, field sales and management skills, which resulted in significantly exceeding revenue and profit metrics year over year. Roland is one of those rare individuals who combine creativity, technical know-how and smart business sense in a single package. Roland would be a valuable asset to any company in a leadership or senior management capacity."

— **Jon Roberts**, managed Roland at WebMedia

"As Center Dean of Keller Graduate School of Management in Pomona, California, I would like to highly recommend one of my well-known students and employee, Roland Cardoza. I have known Mr. Cardoza for approximately seven years. As a student, he was determined to seek answers to often-complex concepts outside the given parameters, which in term has made his projects very successful and unique. His research techniques are excellent. He has always been very expeditious in his efforts to complete projects while carrying a very demanding work schedule.

As an employee, he was entrusted with the position of Assistant Director of Admissions at our Irvine Center. He was well respected by the students and staff. He has gained my utmost respect and has encompassed trustworthiness, and loyalty from professors, students and staff at Keller Graduate School of Management. I commend him for his dedication and professionalism, and I will continually bestow recognition for his leadership excellence and his command of the spoken word."

— **Barrios, Manny**, worked directly with Roland at Keller Graduate School of Management

"Roland has been a true professional in all the interactions i have had with him with a keen sense of what makes a project successful for all parties involved. His friendly personality puts team members and colleagues at ease. It is an absolute pleasure to work with him."

— **Natalia Vega-Berry**, was with another company when working with Roland at Steven Group –
Microsoft Great Plains Software

[Contact Roland on LinkedIn](#)