Access to Experts

Steve Melendes , Director, Associate Service , The Conference Board

Steve Melendes is Director of Associate Service at The Conference Board. Throughout his career Melendes had worked with major corporations, assisting them in resolving important issues and growing their businesses. Melendes' emphasis has always been on maximizing clients' return on investment.

Melendes' career encompasses work with numerous Fortune 500 clients, with whom he positions himself as strategic partner and expert resource. His consulting background and collaborative approach has served The Conference Board and its Member companies.

Melendes' professional highlights include a role as Senior Account Manager with Lexmark International. In that capacity he conducted enterprise sales in a territory wholly comprised of growth accounts. Therefore the role required extensive relationship building.

As National Account Manager with Gartner Inc., Melendes directed consultative sales of technology and communications advisory & consulting services. He repeatedly exceeded sales benchmarks utilizing his approach of truly learning the clients' needs, then developing custom solutions.

For Citibank, Melendes served as Assistant Manager of the Business & Professional Unit. This role, once again, required heavy customer relationship management in order to conduct account sales and service.

Melendes holds a BA in Political Science, with honors from Widener University.

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