

www.linkedin.com/in/michaelcastelli/



Farid Virani
Founder & CEO
Prime Communications

I had the pleasure of meeting Michael in February of 2007. At that time, Prime Communications had approximately 130 stores spread across mostly Texas, Georgia and the Carolinas. We were in search of a seasoned professional with experience touching many parts of specialty retail and the B2B industry. We found all we were looking for and more with Michael who had the experience, professionalism, energy and genuine passion for people and organizational development.

Michael possesses the unique ability to connect with all team members at all levels in a manner that is both inspiring and informative. Michael has inspired and developed countless members of Prime's current executives, both in the field and our Service Center. In Michael's own words, ***"experience is useless if you don't share it."***

Michael has been an essential part of the Prime Communications Leadership Team helping to expand our store footprint from 130 to over 2,000 stores in a little over 12 years. I support and look forward to celebrating his success as he chases his dreams!



Akbar Mohamed
Prime Communications

January 2, 2020, Akbar managed
Michael L. directly

As a self-motivated and innovative thinker, Michael Castelli has been a phenomenal asset to Prime Communications over the past 12 years. It's rare that you come across such a dedicated person who embodies extensive industry knowledge, leadership acumen and endless passion for growth. As not only his supervisor, but his friend, I am tremendously thankful for Michael's commitment and passion for people. In 2019, Prime completed a massive acquisition which included both retail & B2B assets. With him at the helm, our business division grew to new heights. Michael's efforts to coach, develop and lead a team which tripled in size virtually overnight are nothing short of admirable. As Executive Vice President, Michael strives to deliver a truly best in class experience for his employees and customer alike. I will forever be appreciative of his mentorship and his energy that has inspired me for many years.

[See less](#)

www.linkedin.com/in/michaelcastelli/



Laren Whiddon

CFO at Prime Communications

December 30, 2019, Laren was senior to Michael L. but didn't manage directly

Michael Castelli and I worked together at Prime Communications for nine years, where he served as Executive Vice President in various Sales and Business Development roles. Michael is an exceptional executive, having demonstrated: sound business acumen, internal drive to succeed, ability to drive results leading large organizations, high-degree of emotional intelligence, and superior communication skills to name a few. What I will most remember Michael for is his unrelenting passion in recruitment, development, and mentoring of successful team members. He truly cares!

Laren Whiddon

CFO, Prime Communications, LP

[See less](#)



Andrew Bickers

Air Force Veteran ♦ Vice President of Sales ♦ Featured in Forbes ♦

January 2, 2020, Andrew worked with Michael L. but at different companies

I've had the privilege of working with Michael for a couple years now and his leadership serves as a steady bridge between our organizations.

His style is encouraging and effective.

He brings senior-level vision and experience accompanied with the energy of a college athlete. This is extremely difficult to find in an individual and nobody does it better than Castelli.

His charm is authentic, his guidance is A+, and YOU should find time to meet him.

I consider Mike both an exceptional business partner and good friend. [See less](#)

www.linkedin.com/in/michaelcastelli/



Bob Nixon

Director of Sales - Healthcare Solutions at AT&T

January 25, 2019, Bob worked with Michael L. but at different companies

I've known Michael for many years and had the pleasure of working as a close partner for nearly 5 years. I led our distribution strategy and execution in the Midwest, primarily Indiana and Ohio. Throughout the entire time I worked with Michael, he was the consummate professional and brought an energetic and sincere brand of leadership to his team. It was primarily due to his leadership that our partnership with Prime Communications grew as it did. He represented himself and his company with great pride and found his way into the field to spend time with his many employees. When a difficult situation would arise, he was always within reach, and an action plan was put in place immediately to rectify any and all challenges. He truly has been a wonderful partner. Given the strong professional relationship we built, it's no surprise I consider Michael a friend. I'm quite confident, whatever endeavor Michael pursues, he will find success, and those working with him will find it rewarding as well. [See less](#)



Susan Kane

People, Strategy, OpEx, Customer Experience

January 25, 2007, Susan reported directly to Michael L.

For my entire 17-year tenure at RadioShack, Michael Castelli has set the gold standard; developing the most successful teams, creating the most important programs, and winning the most awards. Most recently, as his direct report, I was able to benefit directly from his passion for excellence. Michael is a solutions oriented leader who truly sees every challenge as an opportunity.

Michael is vigilant in his attention to the shadow he casts as a leader. He always asks questions and actively listens to even the newest associates; valuing all team members as not just employees, but as people. He teaches all new leaders that to lead, you must first respect.

It is a privilege to work with Michael, and his level of professionalism and his unwavering commitment to achievement will significantly enrich any organization.

www.linkedin.com/in/michaelcastelli/



Kenneth Reeves
Chief People Officer

December 27, 2007,
Michael L. was a client of
Kenneth's

I can truly say that Michael is one of the most knowledgeable and professional people I have ever had the opportunity to work with over the last fifteen years. His leadership style created win/win situations for both internal and external clients and he always handles conflict with class and dignity.

I would highly recommend Michael for an executive leadership position within my organization.



Pat Devlin
Retired NYMetro
Verizon Regional
President

October 5, 2015, Pat
worked with Michael L. but
at different companies

I worked closely with Michael when he was a RadioShack executive....he was a quality partner that I highly respected....he was constantly in the field inspecting what he expected, all the while seeing how he could help his team achieve more. Michael was tough but fair.....he is a very strong executive leader



Jim Hamilton
CEO at Selectron
Solutions, Adj
Professor University of
Dallas, Motorola CVP
GM

February 28, 2007, Jim was
senior to Michael L. but
didn't manage directly

Michael was one of the most successful Divisional Vice Presidents at RadioShack. He was loved, admired and highly respected by his team and his peers. Michael is always upbeat and doesn't even understand the meaning of failure. He is a great team player and leader and mentor to many. He will be an asset on any team....but only if you want to WIN!

www.linkedin.com/in/michaelcastelli/



Mary Lee Hafley
Consultant

August 25, 2016, Michael L. was senior to Mary Lee but didn't manage directly

Michael Castelli served on the Board of Directors for The Women's Shelter which later became SafeHaven of Tarrant County following a merger. As the CEO, I found Michael instinctively understood his role to be that of leveraging his network to benefit our clients, domestic violence victims. He provided extraordinary support for the agency during his tenure and even beyond. The leadership skills he displays professionally worked equally well in the board room. He became a true advocate for domestic violence victims just as he is a true advocate for his company, staff and business clients.



Pamela Rhattigan
Logistics Program
Manager at Zones, Inc.

July 16, 2018, Pamela worked with Michael L. but at different companies

Few people have the opportunity to meet someone and in such a short period of time, know that this individual will be a lifelong coach and mentor. That is the experience I had when I had the unusual pleasure of meeting Michael. Michael's company was looking to acquire our company. Regardless of the circumstances, we worked together professionally, with the goal, if it came down to it, of providing a smooth transaction for everyone. It was a very positive working experience. Michael is a leader in all aspects of the word. He is relentless, smart, and talented and is an expert and leader in the wireless and telecommunications industry. If I'm not working for or alongside Michael one day, I will continue to utilize him as an invaluable resource and appreciate the guidance and support he has provided me.

www.linkedin.com/in/michaelcastelli/



Alison Ray
Marketing & Sales
Professional | Strategy
& Execution

January 25, 2018, Alison
worked with Michael L. but
at different companies

I have had the pleasure to work with Michael for the past 5 years. His energy, vision, sense of humor and ability to get the job done ranks him as an exceptional leader and professional. Michael has this innate ability to reach people on both a professional and personal level by understanding their strengths and weaknesses and then helping them develop their skill set so that they can achieve the impossible. It just comes so naturally to him which is what I admire the most. I've watched him inspire others to reach their full potential by pushing them past their comfort zone and into the zone of excellence. His tireless energy and infinite enthusiasm is a motivating force. He's dedicated, passionate, and driven and one of the best sales leaders I know in the industry.



Ursula Warnick
Licensed Assistant to
DeLena Ciamacco at
RE/MAX Connection

December 29, 2017,
Michael L. was senior to
Ursula but didn't manage
directly

I have had the pleasure of working with Michael for several years. Michael gives clear direction and the "why" behind initiatives to execute results. His dedication to helping his teams grow and succeed is evident in everything he does. Although these are all great traits, my favorite is that he always starts every conversation asking about you and your family. Michael truly cares about those in his life and wants the best for everyone. He is a dynamic, passionate, hands on leader with a "people first" mentality.

www.linkedin.com/in/michaelcastelli/



**Sadruddin
Currimbhoy**

CEO at Wilson
Amplifiers |
SignalBoosters.com

October 9, 2012, Sadruddin
worked with Michael L. in
different groups

It is with great pleasure that I write a few words endorsing Michael Castelli. I worked with Michael at Prime Communications in Houston where he ran Sales and Operations and I oversaw the Alternate Channels division, which included online sales. This put me in the fortunate position of having to interact with Michael on a regular basis. Simply put, Michael is one of those rare individuals who is a game changer. His intelligence, emotional and otherwise, as well as his motivational skills are legendary, but his integrity and sensible disposition make him who he is. Michael impacted the very culture of the organization for very much the positive. It was my privilege to work with him. I recommend him very highly.



Kellee Feifer

Vice President - Market
Sales Manager at Bank
of America

April 29, 2008, Michael L.
worked with Kellee in the
same group

I've had the great pleasure of working with Michael Castelli for many years. Michael is a tremendously respected and dedicated professional, with the highest degrees of ethics and integrity. Michael embodies the true spirit of what it takes to achieve the maximum results through the development and empowerment of his teams. Always seeking and taking the initiative to make a positive difference in both the business and the lives of others, Michael's passion and intensity to deliver comprehensive, detailed, and successful solutions to both internal and external customers is in fact, remarkable. Regardless of the challenge at hand, Michael is always motivational and inspiring, never allowing an opportunity to help others fade into the background. I highly recommend Michael Castelli to any organization.



Jeff Bland

Retired

January 11, 2007, Jeff
worked with Michael L. in
different groups

I have known and worked with Michael throughout his career with RadioShack. He has held numerous management positions and excelled in each. Speaking from a Human resources perspective, Michael is a man of unquestionable integrity who treats his employees fairly and with compassion and dignity and gets results. I would not hesitate to recommend Michael to anyone.

www.linkedin.com/in/michaelcastelli/



Brian Markman
Director of Sales-
Converging
Technologies

August 19, 2007, Michael L.
worked with Brian in the
same group

I worked with Michael throughout my career at RadioShack, and from our first interaction it was clear that Michael would go very far and make a huge contribution to the organization. Michael has a deep passion for his people, and gives equal support and attention to everyone as though they were family. As Michael was elevated throughout his career he always treated people the same. His accomplishments speak for themselves and will probably go unmatched along with the positive changes he was constantly bringing to RadioShack. Michael has a tremendous passion for winning and this was never at the expense of his family. Michael always had great respect for vendors and partners and treat them as part of our own team. I highly recommend Michael to any organization and hope that I will have the opportunity to work with him again in the future.



Craig Walter
Experienced Senior
Retail Executive - Sales,
Operations & Special
Projects

January 15, 2007, Michael
L. worked with Craig in the
same group

I worked with Michael when I was his colleague and counterpart as Vice President for the West Division and as the VP and Executive Owner of the Customer Experience Project. He was very passionate towards developing his people and achieving the desired financial results in his business. He had high standards and always strived for excellence through building strong relationships based on respect. Michael would be an asset and add value to any organization.

www.linkedin.com/in/michaelcastelli/



Laurie Hunchar
Store Manager/Area
Sales Manager at
Mattress Firm

April 20, 2008, Michael L.
was senior to Laurie but
didn't manage directly

During my tenure as both a District Sales Manager and as a part of RadioShack's national Training & Development team, I had the honor and privilege of working with Michael Castelli.

Michael is an intelligent and dynamic leader who draws enthusiasm and passion from those who have the opportunity to work with him. At RadioShack, he was highly respected and achieved outstanding results in all endeavors.

He is the kind of high-energy executive who will produce exceptional results in any capacity, as Michael never accepts anything less than the absolute best from himself as well as those who surround him.

With no reservation, Michael Castelli receives my highest recommendation!

www.linkedin.com/in/michaelcastelli/



Hassan Ahmad
Client Program
Management at
Asurion

June 7, 2017, Hassan
reported directly to
Michael L.

I have had the pleasure and honor of knowing Michael for almost a decade now. It is no secret that Michael is a passionate and energetic leader. Through that passion and energy he has always motivated with substance. I saw Michael successfully take Prime Communications through a key growth phase by developing the field leadership team across the country. The foundation he laid was integral to the company's success. His experience and wisdom is undeniable. Anyone spending any amount of time with Michael is sure to learn a wealth of practical knowledge that is applicable immediately to their business and life.



Arshad Fancy
Director Sales
Operations

October 13, 2014, Arshad
reported directly to
Michael L.

Michael Castelli has been a great mentor, leader, motivator & trainer. It has been my good fortune to work with Michael and learn core skills to be a successful leader. He has always been very thorough in his direction for achieving operational & sales excellence. This has produced amazing results for the company. I feel very privileged to continue to have the opportunity to interact with him and tap into his experience and expertise of the retail business.

www.linkedin.com/in/michaelcastelli/



Duane Jeffery

Merchandising/Retail Professional

January 8, 2007, Duane worked with Michael L. in different groups

I have the utmost respect for Michael. He is an extremely hard worker and has a proven track record in retail management. I was personally impressed with Michael's dedication, knowledge, and passion of the consumer electronics industry; business trends, motivating employees, driving sales, and certainly the importance of customer service.

Michael always listened to his team's ideas and opinions and was driven in developing processes to ultimately drive sales. Michael has the personal fortitude and drive to get things done efficiently and effectively.

Michael's many qualities include pride, integrity, and trust. Michael can bring his experience and retail prowess and hit the ground running with any company or corporation striving for excellence!



Brennan Salassi

Change Management Manager at Wolters Kluwer CT Lien Solutions

January 24, 2012, Michael L. was senior to Brennan but didn't manage directly

Over the past years that I've worked with Michael at Prime, I've noticed that he understand business and sales at a granular level, he oversees our largest division of stores and seems to understand how to find, hire and develop people on all levels.

Michael also has an undeniable stage presence and has no problem delivering to an audience. I would recommend Michael to any business.

www.linkedin.com/in/michaelcastelli/



Albert Thiel

Sales and Marketing
Mgr, Operations Mgr
and Senior Analyst,
Team Leader, Multi-
Location General Mgr,
Coach, Team Builder
November 28, 2011, Albert
reported directly to
Michael L.

A great Leader, Motivator, and an inspiration for all who worked with and for him. Michael delivers results in all areas of his wide expertise.. His management style leads those who work for him to be the best that they can be as individuals and as employees and co-workers. He is both people and results oriented, excels in both and leads his people to accomplish the goal he sets month after month, year after year.
Albert J. Thiel



Amir Kutob

Owner Principal at
Auto Source of Texas
February 4, 2011, Amir
reported directly to
Michael L.

I have had the honor and privilege in working with Michael Castelli for almost 4 years. Michael's direction is very clear, concise and direct, as he quotes "speed of the leader speed of the pack", and this is so true about working with Michael, he will help you get to the level he expects.

Michael is one of a kind and a true inspirational leader.

It has been my honor to serve under him.



Tracey Carroll

Marketing Executive
with SaaS, Technology
& Retail Expertise
April 2, 2009, Tracey
worked with Michael L. in
different groups

Michael is a valuable sales leader who can focus a team and motivate individuals toward a common goal. Michael has a strong understanding of sales and productivity targets, while at the same time providing strong leadership at an executive level. Michael was great to work with and would be an asset for any company looking to strengthen or augment an existing sales team.

www.linkedin.com/in/michaelcastelli/



Robert Rawson
Market Leader South
Boston / Rhode Island
at Apple

October 26, 2008, Michael
L. was senior to Robert but
didn't manage directly

Michael Castelli was my Sr. Vice President for RadioShack when I was a district manager in Central Massachusetts. He often came to visit my market and provide leadership to me and my team. I find that Michael is a model of inspiration, leadership, integrity and excitement. It was a pleasure to be part of his team during our time at RadioShack. He had a very positive impact on me, my market and my management team.



Susan Marx, CPA
Recent - Assistant
Controller at
Consensus

July 30, 2008, Susan
worked with Michael L. in
different groups

Michael Castelli is motivated and energetic. He is also a good motivator and leader. His ability to quickly access and act on any given situation is outstanding. He would be an asset to any company.



Darryl Gee
Director of Sales and
Operations at Amtel
LLC - T-Mobile

March 17, 2008, Darryl
reported directly to
Michael L.

I got my first real job working in Michaels District when he lead the stores in Queens and Brooklyn, NY. Throughout my career I have secretly used Michael as a mentor. Often I refer back to and reflect on lessons that I learned from him. He instilled in me a tremendous work ethic and molded my competitive spirit. Motivation and communication were two weapons I took from his war chest. Michael is a master motivator and an excellent communicator. I am the leader I am to today because of the 3 years we worked together.

www.linkedin.com/in/michaelcastelli/



Frank Espinoza

Experienced Senior
Level Sales and
Operations Executive
Senior Level Consultant
- Retail, Sales,,
Wireless, Operations

February 14, 2007, Frank
worked with Michael L. in
different groups

Michael is a passionate leader with a great degree of care and devotion to his people. He provides clear direction and I always found his direct reports to have tremendous respect for him not based on position but on his actions.



Maureen Link

Senior Marketing &
Sales
Executive|Strategy
Development &
Execution|Business
Transformation|Cross
Functional Leadership

February 3, 2007, Maureen
worked with Michael L. but
at different companies

During the years that I worked with Michael, he proved to be a invaluable business partner. He establishes a collaborative environment which is focused on delivering results.



**Jeff Stein, LPI, BAI,
CCDI, V.S.M.**

President at ELPS
Private Detective
Agency & Owner of PA
Digital Surveillance
Systems, LLC

January 31, 2007, Michael
L. was senior to Jeff but
didn't manage directly

Michael is an extremely professional individual; who exemplified the company's values of Teamwork, Pride, Trust and Integrity. He was extremely passionate about the business. It was a privilege to support his team. Michael's partnership was valued and contributed tremendously to the success and profitability of the organization.

www.linkedin.com/in/michaelcastelli/



Todd Anglin

Todd Anglin - State
Farm Agent / Owner

January 17, 2007, Todd
reported directly to
Michael L.

Michael is one of the most energetic, enthusiastic, motivational, and supportive leaders I have ever encountered. He was an inspirational coach, a mentor, an exceptional planner/implementer, and at the same time, he was also a friend. His analysis, thinking, programs, and performance were second to none, and he was truly one of the greatest leaders Radio Shack (and myself) has ever seen. I could write pages about the learning and growth I received from working with him, but I would be just as happy telling anybody more in person if you would like to know more about why Michael should be your absolute #1 choice to run your company. I hope to work with Michael again some day!



Gary Boucher

Senior Vice President,
Bank of America

January 16, 2007, Gary
reported directly to
Michael L.

Michael, is a true leader and ultimate professional at all times. He was an exceptional leader with an incredible ability to multi-task while never losing focus on the sales and profits of the Division. Michael had an extraordinary passion, as well as, the ability to motivate team members in a positive way.



Matthew Burns

Operations Director -
MarketSource

January 13, 2007, Michael
L. worked with Matthew in
the same group

Michael is a dynamic leader who gets results. He has a drive and energy that few possess. I have been particularly impressed with his ability to develop those under him, and his talent for finding win-win solutions. If you are looking for a capable, passionate leader who will get the job done while building strength within the organization, you won't find any finer than Michael Castelli.

www.linkedin.com/in/michaelcastelli/



Jeff Brodsky

Director of Operational Excellence at Park N' Fly

January 12, 2007, Jeff reported directly to Michael L.

Michael is a highly-respected retail sales executive with unparalleled energy and passion. He is a great motivator, inspirational public speaker and has strong on-screen presence with terrific interpersonal skills. He also has great business acumen and a lengthy history of executing the operational mechanics of successfully running a \$1B+ business. He has a long history as a leader and of consistently exceeding corporate objectives.



Stewart Asimus

Retail Consultant / Non Profit Volunteer

January 12, 2007, Stewart reported directly to Michael L.

I worked as Michaels' direct supervisor for two years. During that time he was a very dedicated, very focused leader of a retail division within RadioShack. He always produced results. Michael also showed a non stop desire to grow and mentor the people that worked for him and around him.