

# **Jim Roddy**

**Author at Hire Like You Just Beat Cancer**

Erie, Pennsylvania Area, PA, US

Author, Hire Like You Just Beat Cancer & Business Advisor, Vantiv PaymentsEdge Advisory Services

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## **Biography**

Jim Roddy is the author of Hire Like You Just Beat Cancer, a book featuring hiring lessons, interview best practices, and recruiting strategies for managers through the perspective of a cancer-surviving executive.

Since 1999, Jim has educated business leaders through national magazine articles, online columns, webinars, podcasts, video interviews, and presentations at national conferences.

In 2016, Jim launched a business advisory program to serve the partners of Vantiv (now Worldpay), a payment processing and technology provider headquartered near Cincinnati. He assists owners and managers of technology solutions provider companies with their recruiting, hiring, employee management, leadership development, change management, succession planning, and more.

His articles and presentations strive to be “infotaining” — a combination of informational and entertaining. Jim is regularly requested to moderate keynote panel discussions featuring executives from companies such as HP, NCR, IBM, and Ingram Micro. He has also been recognized as a “Top 50 Retail Influencer” multiple times by Vend.

Jim joined Jameson Publishing in 1998 as the managing editor for Business Solutions magazine. He was elevated to operations manager in 2002 and then served as president/general manager from 2006-2016. Prior to working at Jameson, he was a small-business owner in northwestern Pennsylvania.

Jameson Publishing was named one of the Best Publishing Companies To Work For In The United States by Publishing Executive magazine. Jameson was the only publishing company in the nation to rank in the top 7 of Publishing Executive’s list for consecutive years.

Jim is a graduate of Gannon University in Erie, Pennsylvania, where he was a walk-on member of the men’s basketball team for four years and sports editor of the student newspaper for three years. Jim resides in Erie with his wife Barbara and daughter Evelyn.

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## **Availability**

Keynote, Moderator, Panelist, Host/MC, Author Appearance

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## **Industry Expertise**

Talent Management, Staffing and Recruiting

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## **Areas of Expertise**

## **Sample Talks**

### **Hire Like You Just Beat Cancer**

Hire Like You Just Beat Cancer teaches hiring lessons, time-tested interview best practices, and recruiting strategies through the perspective of a cancer-surviving executive. "The lessons I learned when cancer knocked me down helped build me up as a hiring manager, and I apply those lessons aggressively every time I interview a potential employee." - Jim Roddy

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## **Event Appearances**

### **What VARs and Vendors Want From Each Other**

RSPA Inspire Conference 2008

### **Don't Trust Your Gut: Time-Tested Job Interview Questions**

RSPA RetailNOW 2008

### **Expanding the Collective Industry I.Q.**

RSPA Inspire Conference 2009

### **Time Management for IT Resellers**

RSPA RetailNOW 2009

### **Industry Leader Panel Discussion**

RSPA RetailNOW 2010

### **Industry Vision Panel Discussion**

RSPA RetailNOW 2011

### **Do You Own Your Customers' Entire Environment?**

Business Solutions Magazine

### **Expanding Your Business**

Ingram Micro Solutions Partner Invitational

### **Emcee & Moderator**

Channel Transitions Executive Conference 2013

### **Hire Like You Just Beat Cancer**

2013 Human Resources & Employment Law Conference

### **Emcee & Moderator**

Channel Transitions West 2014

**Emcee**

Smart VAR Healthcare Summit

**Emcee & Moderator**

Channel Transitions East 2014

**Moderator**

Retail Solutions Providers Association Board and Executive Strategy Session

**View From The Top Leadership Panel**

RetailNOW 2014

**Emcee**

Smart VAR Healthcare Summit

**Social Media: Connecting The Dots**

VARTECH

**Panelist**

VARTECH

**Emcee & Moderator**

Channel Transitions Midwest 2014

**Hire Like You Just Beat Cancer**

ASCII Success Summit

**Emcee & Moderator**

Retail IT VAR Of The Future Conference

**Hire Like You Just Beat Cancer**

ASCII Success Summit

**Emcee & Moderator**

Channel Transitions East 2015

**Custom Content 101: Where It Comes From, How It Works, And How It Fills Your Funnel**

Webinar

**Emcee**

Smart VAR Healthcare Summit 2015

**Emcee & Moderator**

Channel Transitions Midwest 2015

**Emcee & Moderator**

Channel Transitions South 2015

**8 Time-Tested Rules For Hiring & Retaining Salespeople (Rule 6 Almost Started A Fistfight)**

RetailNOW 2015

**Marketing Expert Panel**

VARTECH 2015 - BlueStar Partner Conference

**IT Media Panel**

VARTECH 2015 - BlueStar Partner Conference

**Emcee & Moderator**

Channel Transitions Executive Conference 2015

**Emcee & Moderator**

Smart VAR Summit: The Age of Intelligence

**Emcee & Moderator**

Channel Transitions Executive Conference 2015

**Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 1**

With E-Myth Author Michael Gerber

**Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 2**

With E-Myth Author Michael Gerber

**Why Most Small Companies Simply Refuse To Grow and What To Do About Yours: Part 3**

With E-Myth Author Michael Gerber

**Emcee & Moderator**

ISV IQ Live! 2016

**Emcee & Moderator**

Retail IT VAR Of The Future

**Emcee & Moderator**

Channel Transitions Philadelphia

**Secrets To A Candid Work Culture**

RetailNOW 2016

**Two Words: Two Terrible, Horrible, No Good, Very Bad Words**

RetailNOW 2016

**VARTECH NATION Industry Panel**  
VARTECH 2016

**Retaining & Hiring Talent In A Changing Market**  
VARTECH 2016

**Surefire Growth Strategies For POS Resellers**  
LavuCon 2016

**8 Time-Tested Rules For Hiring & Retaining Salespeople (Rule 6 Almost Started A Fistfight)**  
LavuCon 2016

**Secrets To A Candid Work Culture**  
LavuCon 2016

**Don't Trust Your Gut: 9 Time-Tested Hiring Rules**  
The Retail Digest

**Surefire Growth Strategies For POS Resellers**  
Auto-Star Reseller Educational Series

**Secrets To A Candid Work Culture**  
RSPA Educational Series

**18 Ways Leading POS Resellers Provide Superior Value to Their Merchants**  
National Computer Corporation Partner Conference

**18 Ways Leading POS Resellers Provide Superior Value to Their Merchants**  
RetailNOW 2017

**Delegate or Die: How Successful Resellers Build Bench Strength**  
Connect 2017 - An Open Systems Conference

**Critical Thinking Workshop: Build Your Business Backbone in 6 Steps**  
Connect 2017 - An Open Systems Conference

**VARTECH NATION Industry Panel**  
VARTECH 2017

**Transitioning Your Business to the As-A-Service Model**  
VARTECH 2017

**Surefire Growth Strategies For POS Resellers**  
RPOWER 2017 Dealer Meeting

## **Emcee & Moderator**

Vantiv Smarter Payments Roadshow

## **Critical Thinking Workshop: Build Your Business Backbone in 6 Steps**

Retail Realm 2017 Conference

## **Emcee & Moderator -- Recurring Revenue Day**

RSPA Inspire Conference 2018

## **Critical Thinking Workshop: Build Your Business Backbone in 6 Steps**

NCR Americas Partner Conference

## **Reseller Innovation Panel**

NCC Dealer Conference 2018

## **Recurring Revenue Recommendations 2018**

NCC Dealer Conference 2018

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## **Education**

Gannon University

Gannon University

Communications-English Communications

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## **Accomplishments**

### **Best Publishing Companies To Work For**

Jameson Publishing has been named one of the Best Publishing Companies To Work For In The United States by Publishing Executive magazine. Jameson is the only publishing company in the nation to rank in the top 7 of Publishing Executive's list for consecutive years.

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## **Testimonials**

### **Tom Bronson**

"Jim is a master of public speaking, and he runs the best panel discussions on the planet. Anyone who has been to a trade show knows that panel discussions can be dull -- but not the panels Jim moderates! He's always prepared and knows how to engage the audience."

### **Francesca Nicasio**

"Jim was one of the best webinar presenters we've ever had. It's quite rare to find a speaker who can inform, entertain, and inspire you all at the same time, but Jim was able to do that. In fact, just minutes after the event, we had gotten an email from an audience member telling us that she loved his webinar and would like a copy of the recording — I think that alone is a testament to just how great of a speaker he is. I also loved working with him behind the scenes. Jim is a pleasure to deal with, and his creativity, responsiveness, and professionalism made it very easy for me to organize and promote the webinar. I can't recommend Jim enough. Any team or organization would be lucky to have him on board."

### **Bruce Mann**

"CRS was fortunate to have Jim Roddy moderate an education session during a recent CRS dealer conference. Roddy is unequaled as a moderator in many meeting formats including panel discussion, presentation, strategic planning, or interview. His many years journalism experience serve him and audiences are sure to enjoy a more engaging, entertaining, satisfying and rewarding experience when Jim is at the helm. I would strongly recommend that you consider Jim as a moderator or presenter to ensure a successful experience."

### **Ohad Jehassi**

"Jim's presentations at LavuCon 2016 were interactive, dynamic, and, most important, very informative. He is an excellent speaker who provides practical advice that is never dull. I appreciated that he provided general industry insights along with specific guidance on subjects such as how much time to dedicate to a prospective employee or how frequently to have 'company culture checkups.'"

### **Dean Crotty**

"Jim is an excellent presenter. His presentation on hiring best practices has had a substantial positive impact on our business. We use the process and question outline in our business during every interview. Great information, great presentation, and a lot of good information to take back to our business."

### **Amber Murdock**

"What an incredible webinar! Your presentation style is absolutely terrific — it felt as if we were in the room with you, rather than on a webinar, and it was reflected in the attentiveness of our audience. The content was spot-on — and in ways I didn't anticipate... what you pointed out about hiring, customer relationships, and even employee interaction... these are areas that I know our members hadn't thought about, but could easily apply — to great effect."

### **James & Kelli Stewart**

"The information Jim has delivered has helped both our business growth and our personal development. Jim is a thoroughly enjoyable and engaging speaker, and the material he presents really hits home. There have been 'ah-ha!' moments and notable new skills that have been gleaned from Jim's presentations. We recently put Jim's hiring practices to good use with fantastic results. Any conference would benefit from his material and personality. We enthusiastically recommend it!"

**Mark Olson**

“On several occasions I’ve had the privilege of watching Jim facilitate group discussions. He’s done an excellent job of setting up relevant and thought-provoking questions for a broad-based group, giving all participants an unbiased opportunity to provide their input while still keeping the discussions moving forward. Invariably, there are some more serious or perhaps tense moments where Jim has interjected timely humor to lighten the mood. (I thought the crowd was going to die laughing during a discussion on PCI compliance!) I think Jim would do an outstanding job of being a presenter for any reseller community group.”

**Paul Constantine**

“Jim’s experience in specialty technology channels, combined with his broad view perspective of the markets we serve, give him unique insight into the issues facing manufacturers, resellers and distributors. His questions and comments are always insightful.”

**Lauren Stark**

“I would strongly recommend Jim Roddy as a speaker. He has his pulse on the issues of the reseller community and knows how to effectively convey this information to his audience. Jim keeps his presentation concise, relevant, and entertaining. He has been a regular presenter on human resource topics at past RetailNOW conventions and received overall ‘excellent’ ratings.”

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