
Profile

Robert

First Name

K.

Middle Initial

Steckbeck

Last Name

rob@steckbeck.org

Email Address

13 Lincoln Street

Street Address

Suite or Apt

Natick

City

MA

State

01760

Postal Code

What district do you live in? *☒ Precinct 9

Mobile: (508) 277-3109

Primary Phone

Home: (508) 277-3109

Alternate Phone

NetApp, Inc.

Employer

Sales Engineer

Job Title

Which Boards would you like to apply for?

Zoning Board of Appeals: Submitted

Are you a registered voter in the Town of Natick?☒ Yes ☐ No

Have you ever attended a Natick town meeting?☒ Yes ☐ No

Have you ever served on a board, committee, or commission in the Town of Natick?☒ Yes ☐ No

If yes, please list name(s) of board, committee or commissions, along with date(s) of service:

Zoning Board of Appeals, October 2015 to present. This application is for extension of current appointment.

Interests & Experiences

Why are you interested in serving on a board or commission? Are there any changes you would like to see to these boards, committees and/or commissions?

I'm interested in giving back to the town and contributing during this time of growth. I've lived in Natick for 23 years, and

Are you a graduate of the Natick Community Services Citizen's Leadership Academy?

☐ Yes ☒ No

Please list any skills or specialized knowledge you can bring to these boards, committees and/or commissions.

Previous experience on the ZBA, and knowledge of MA Law 40A and Natick By-Laws. Very well-versed in contracts and finance.

Please list any professional affiliations.

Let us know what other specialized interests or hobbies you might have.

Hiking. Travel. Assistant Treasurer, St. Paul's Episcopal Church, Natick.

[Rob_Steckbeck - CV 2015.doc](#)

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Executive Summary

Flexible and adaptive results driven Product and Sales Executive with exceptional cross-functional skills across engineering, marketing, sales, and product operations. Directed complex projects from proposal through implementation and post launch service. Dynamic strategic and communication skills with customer, press, and internal organizations supported by credible technical and business knowledge for product and market development. Demonstrated ability to improve sales, successfully deliver highly technical projects, meet service metrics and satisfy customers while achieving profit goals.

Skills

Product Management	Professional Services Sales	Team Leadership
Organization and Planning	Mobile Networking	Enterprise Storage
Process Improvement	Program Management	Multi-Vendor Integration

Professional Experience

NetApp, Inc. Waltham, MA

NetApp is a market leader in enterprise storage and data management solutions with over \$6B worldwide annual revenues.

Sr. Solution Principal, Northeast and Service Provider Markets 2011 - Present
The Solution Principal is responsible for selling professional services to NetApp's enterprise customers. Activities include building sales pipeline, defining project requirements, costs and pricing, and educating both internal and external customers on NetApp's professional service offerings and positioning them within the value chain.

- Met or exceeded annual quota for fiscal year 2013 through fiscal year 2016. Placed 3rd in nation for Q4 FY 2015 with \$2.4M bookings, exceeding goal by 60%. Achieved President's Club in FY 2016.
- Worked closely with account teams and channel partners to develop sales plans and strategies for targeted accounts.
- Met with end customers – Tier-1 telecommunication service provider, major financial global bank, metro NY global insurance companies – and channel partners to determine project goals and requirements and to formulate and sell service offerings. Wrote statements of work for more complex engagements.
- Assemble appropriate resources and subject matter experts to customize solutions based on client strategic business and project needs.
- Worked with product management and consultants to create fixed priced / fixed scope offerings to reduce sales quoting time and improve proposal accuracy for the company's market-leading storage management software
- Scored top in class for ITIL v3 certification

Comverse, Inc. Wakefield, MA

Comverse is a market leader in mobile messaging and billing applications with \$1B worldwide annual revenues.

Sr. Director, Product Sales - Americas 2011 - Present
The Product Sales Director is responsible for creating and managing the sales pipeline, product roadmaps, and meeting sales quota and profitability targets for all mobile messaging products in North America and Latin America.

- Consistently prioritizing the company's R&D and delivery resources to meet financial and strategic objectives.
- Working closely with account managers, direct reports, and product marketers to develop account specific roadmaps in order to close quarterly business and build 2012 pipeline.
- Managing two professional service programs with two different North American Tier-1s. Requires defining project scope, cost estimation, pricing, project planning, and kickoff.

Director, Solution Management 2004 - 2010
Solution Management Director provides technical and business leadership in sales and delivery phases for non-standard or highly customized systems.

- Led the technical response and cost estimation on proposals in both North and South America, resulting in 35% win rate of complex opportunities.
- Program manager to provide ESPN with mobile data services for their mobile virtual network operator (MVNO) business. Drafted the system architecture, estimated costs, and managed software suppliers and hosted service providers for delivery. Led pre-sales and roadmap initiatives for new services on their platform. The program delivered \$3M revenue over a two-year period.
- Created business plans for new service offerings of Comverse-provided professional services and hosted services in the America's regions. Financially modeled the P&L for market and sales opportunities, identified suppliers, and led the sales response and system architectures for three Tier-1 customer wins.
- Managed a group of five System Architects responsible for system definition during the sales support and post-sales delivery processes for both North and South America.

Interwise, Inc. Cambridge, MA

Senior Director, Telecommunication Products

2003 - 2004

Interwise is an innovative company in the IP conferencing market and was acquired by AT&T. Responsibilities included all telecommunication-related product management and marketing. Defined the system architecture, features, suppliers, and roadmap for SIP/RTP/VoiceXML product capabilities. Provided competitive analysis, product positioning, pricing, channel partner selection and recruiting support, and sales training for the go-to-market plan.

Independent Consultant, Natick, MA

Provided product marketing and management services for network product companies on

2001 - 2002

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Phone: 508.277.3109 Email: rob@steckbeck.org

a contract basis.

Broadband Access Systems / ADC Telecommunications, Westborough, MA, 1999 - 2001
Director, Business Development, IP Cable Division

Natural MicroSystems Corporation, Framingham, MA 1994 - 1998
Director, Product Line Management
Principal Software Engineer

Education:

BS Math; George Mason University, Fairfax, VA

Profile

Justin

First Name

McGuire

Middle Initial

Last Name

lifefeed@gmail.com

Email Address

8 Wilson St.

Street Address

Suite or Apt

Natick

City

MA

State

01760

Postal Code

What district do you live in? *☒ Precinct 9

Home: (719) 323-9074

Primary Phone

Home:

Alternate Phone

AthenaHealth

Employer

Lead Software Developer

Job Title

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Have you ever served on a board, committee, or commission in the Town of Natick?☐ Yes ☒ No

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Interests & Experiences

Why are you interested in serving on a board or commission? Are there any changes you would like to see to these boards, committees and/or commissions?

I bought a house here with my wife last year, and I'd like to become part of my community. I'm in the middle of the "Natick Community Services Citizen's Leadership Academy" and they mentioned that there's a vacancy.

Are you a graduate of the Natick Community Services Citizen's Leadership Academy?

☐ Yes ☒ No

Please list any skills or specialized knowledge you can bring to these boards, committees and/or commissions.

For zoning? Not much. I know a lot about computers, but I don't think that's relevant here.

Please list any professional affiliations.

Let us know what other specialized interests or hobbies you might have.

Upload a Resume

Profile

David R.

First Name

Jackowitz

Last Name

drjackowitz@gmail.com

Email Address

62 MacArthur Road

Street Address

Suite or Apt

Natick

City

MA

State

01760

Postal Code

What district do you live in? *☒ Precinct 9

Home: (508) 545-1319

Primary Phone

Mobile: (617) 913-1006

Alternate Phone

Shaevel, Krems, O'Connor &
Jackowitz, LLP

Employer

Partner

Job Title

Which Boards would you like to apply for?

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Zoning Board of Appeals (July 2014-March 2019).

Interests & Experiences

Why are you interested in serving on a board or commission? Are there any changes you would like to see to these boards, committees and/or commissions?

I am an attorney and primarily practice in the area of real estate. I have extensive knowledge of land use and zoning issues I am currently the Chair of the Zoning Board of Appeals having been on the board for the past 4+ years. I believe that I have brought my knowledge and experience to bear during that time to the benefit of the board and the Town of Natick.

Are you a graduate of the Natick Community Services Citizen's Leadership Academy?

☐ Yes ☒ No

Please list any skills or specialized knowledge you can bring to these boards, committees and/or commissions.

Real estate attorney with extensive knowledge of land use and zoning.

Please list any professional affiliations.

Member Massachusetts Bar 1994-Present Member of the Massachusetts Bar Association Builders and Remodelers Association of Greater Boston Building and Facilities Committee of the YMCA of Greater Boston, Inc. Board of Advisors for the YMCA Huntington Avenue Branch

Let us know what other specialized interests or hobbies you might have.

[DRJRES.doc](#)

Upload a Resume

DAVID R. JACKOWITZ

62 MacArthur Road
Natick, MA 01760
(h) 508-545-1319
(w) 617-556-0244

BAR ADMISSION

Massachusetts State Bar; December, 1994
U.S. Court of Appeals for the First Circuit; 1994

LEGAL EDUCATION

University of San Diego School of Law
Juris Doctor - May, 1994

Honors

Moot Court-Best Oral Argument

UNDERGRADUATE EDUCATION

The University of Connecticut, Storrs, CT
Bachelor of Arts, Communication Sciences, 1989
Grade Point Average 3.5
Ranked 10th in major

LEGAL

Shaevel & Krems, LLP Boston, MA
Partner (June 1999-Present)

Practice concentrates in zoning and land use, permitting, real estate development, real estate management, litigation, construction contracting, licensing, leasing, business law and non-profit sector. Local counsel for national consumer protection firm. Experience includes bench trials in District and Superior courts as well as arbitration and mediation proceedings. Argued before various levels of State Court, including the Massachusetts Appeals Court.

Ring & Grefe, P.C., Boston, MA

Associate Attorney (December, 1995-June 1999)

Responsible for each and every aspect of civil actions, including; client interviews, case management, discovery, depositions, dispositive motions, jury instructions, trial preparation, oral argument and appellate briefs to First Circuit Court of Appeals, SJC and Mass. Appeals Court. Heavy emphasis on research and drafting legal briefs and motions including Rule 56 and Rule 12(b). Experience in environmental litigation, Chapters 93A and 176D, medical and legal malpractice, personal injury, contract, probate & family matters, Alternative Dispute Resolution (Med. and Arb.), pre and post judgment enforcement. Drafted commercial documents.

ACTIVITIES

Building and Facilities Committee of the YMCA of Greater Boston, Inc.
Board of Advisors for the YMCA Huntington Avenue Branch
Member Massachusetts Bar Association
Member of Builders and Remodelers Association of Greater Boston

Guest Lecturer MTA Annual Conference-“Legal Issues Affecting Unions”
Massachusetts Bar Association-“Landlord Tenant Basics and Beyond,” Faculty
Presenter
MCLE-How to Get Zoning Relief-Faculty
Former Member Bethany Hill School-Board of Trustees
Former Member Anti-Defamation League-Civil Rights Executive Committee
Former Member of NAIOP



ZONING BOARD OF APPEALS

BOARD DETAILS



OVERVIEW



SIZE 8 Seats



TERM LENGTH 36 Months



TERM LIMIT N/A

Overview

The Zoning Board of Appeals consists of 5 regular members and 3 associate members, all appointed by the Board of Selectmen. Five members sit on each case brought before the Board. They have the power to hear and decide the following petitions:

Appeals from decisions of the Building Inspector

Special Permits as allowed within the Natick Zoning Bylaws

Variances from the Natick Zoning Bylaws
Appeals in accordance with Section 8 of Chapter 40A of Massachusetts General Laws

Variances for commercial and residential properties



DETAILS

ENACTING RESOLUTION

ENACTING RESOLUTION
WEBSITE



ZONING BOARD OF APPEALS

BOARD ROSTER



KATHERINE M DURRANE

2nd Term May 02, 2017 - May 01, 2020

Appointing Authority Board of Selectmen
Position Clerk



DAVID R. JACKOWITZ

2nd Term May 02, 2016 - May 01, 2019

Appointing Authority Board of Selectmen
Position Chair



SCOTT W. LANDGREN

4th Term May 02, 2016 - May 01, 2019

Appointing Authority Board of Selectmen
Position Vice-Chair



GEOFFREY S LEWIS

1st Term Sep 06, 2018 - May 01, 2020

Position Member



MICHAEL LYNCH

1st Term Jun 12, 2018 - May 01, 2021

Appointing Authority Board of Selectmen
Position Associate Member



JASON P. MAKOFSY

2nd Term May 01, 2018 - May 01, 2021

Appointing Authority Board of Selectmen
Position Member



ROBERT K. STECKBECK

2nd Term May 02, 2016 - May 01, 2019

Appointing Authority Board of Selectmen
Position Associate Member



VACANCY

Position Associate Member