



Richard Barney

Executive Vice President, Business Development

As the executive vice president of business development, Richard and his team are responsible for working closely with Good360's corporate partners to create programs that help them do good, better. Richard brings years of business-to-business sales and leadership experience to the nonprofit world and is tasked with ensuring that corporate partners realize a strong ROI from their partnership with Good360. Overseeing the organization's Philanthropy Engineers, Richard and his team create strategic programs that help companies make a significant social impact, while at the same time solving inventory challenges, providing enhanced tax breaks, promoting the company as a good corporate citizen, engaging employees and customers, enhancing their environmental stewardship efforts, and much, much more.

Richard has more than 25 years of experience in sales and leadership, primarily with fast growth companies. Prior to joining Good360, Richard served as COO for Monumental Vending, a cutting edge vending and micro-markets company that grew from 45-75 employees during Richard's tenure through an acquisition, a new product line launch, and organic growth. Before Monumental Vending, Richard worked for the Siegfried Group in a senior leadership role where he brought in several million dollars in business with Fortune 500 companies. Richard also helped grow two other niche staffing companies, HireKnowledge and e-staff. At e-staff Richard managed 75 employees and 15 offices as a vice president for the creative staffing division of Randstad Staffing.

Richard also co-founded a residential real estate company that rapidly grew to 50 employees and won numerous awards, including LendingTree's top real estate partner and the Inc. 500 list before selling the company to Long and Foster.

Richard earned his Bachelor's Degree from Bucknell University and his Master's Degree in Marketing from the Carey Business School at Johns Hopkins University.