

Spike Schultheis

Growth Acceleration Services Consultant



With responsibilities involving a wide range of business environments involving technology consulting and venture development, Spike held sales and marketing management positions for over 40 years. He is skilled in the emerging technologies involving Internet and Broadband network architecture design, network deployment planning, sales and marketing program development, and market launch for initiatives into consumer markets. Mr. Schultheis has focused on business to business segments, energy and telecommunications utilities and federal, state, and local government sectors. Spike is proficient in the emerging electronic commerce technologies and has developed forecasting applications and complex business financial models to support new technology venture financing and development initiatives.

In addition to his Florida SBDC responsibilities, Spike serves as an Adjunct Professor in the Marketing Departments at Florida Atlantic University and Nova Southeastern University. Spike earned a bachelor's degree at Princeton University in Economics and Sociology and received his MBA in marketing from the Wharton School of Business at the University of Pennsylvania.