



CPO TODD MICHAEL FREY

Navy chief finds his calling as a recruiter and parlays his skills to a successful civilian career.



Civilian Job: Senior Recruiter, Equinix Inc. | Age: 41



PERSONAL STATS

- Favorite athlete?**
John Elway
- Hobbies?**
Faith, family, gardening, outdoor activity
- Favorite TV show?**
"Game of Thrones"
- Favorite movie?**
"Lion King"
- Childhood dream job?**
Denver Broncos quarterback
- Deathly afraid of?** Failure
- Best concert ever?** U2
- Dream car?**
Jeep Wrangler Rubicon, full decked out!!!
- Childhood nickname?**
"The O.D.D."
- First job?**
Dishwasher, County Line BBQ, Littleton, Colo.
- Worst job?**
Cleaning toilets on a Navy ship

Military Service:
Navy (1996-2007)
Reserve (2007-Present)
Highest rank: Chief Petty Officer (E-7)
Rating: Yeoman (YNO)
Education:

- Bachelor's, Business Management, University of Phoenix, 2011
- MBA, University of Phoenix, 2012
- Master's, Project Management, University of Phoenix, 2014

CIVILIAN CALLING. During his last tour of active duty in the Navy, Todd Michael Frey, 41, was a recruiter in Miami. That's where he found his civilian calling. "I really enjoyed helping people find direction in their lives," he says. "Plus, I was really good at it!"

IT ALL LED TO THIS. The Navy was in his blood, though, so Frey joined the Navy Reserve and continued his military career – including a tour in Iraq – even as he developed his civilian career and completed several college degrees before landing at Equinix in July 2015.

WALKING DEAD. On his way to an interview for the Equinix position, Frey had car trouble. While he was under the hood, the sole of his shoe detached. "I tried to put gum on it but that did not work," he recalls. "I ended up walking into the interview like I was a walker on 'The Walking Dead.'" He still got the job!

LIFE CYCLE. Today Frey is responsible for the full life cycle in recruiting at Equinix, a company that connects companies to their customers and partners inside data centers worldwide. His typical day is packed with phone calls and advising.

FAMILY TRANSITION. Frey advises exiting service members to involve their family in the transition process. "Mentally preparing the family for the transition is important because you are not the only one making a transition," he says. Also, health care on the civilian side is expensive, so be sure to look for a job with good health benefits.

FINAL WORD. Frey's best advice boils down to this: "Do your research, ask questions, and talk to a lot of people. Do not settle. Do not feel desperate. Email me for help: tfrey@equinix.com."