



TALENT IN TRANSITION – AUGUST 2009

The persons listed here are members of the **Career Transition Group** sponsored by Needle's Eye Ministries. This group offers spiritual encouragement, networking, prayer and Bible study for men and women who are unemployed, under-employed or considering a career change. There are no fees charged for any of our applicants, and we suggest you contact these professionals directly regarding any employment leads or opportunities.

CONTACT INFORMATION	SKILLS	EXPERIENCE / PERSONAL STATEMENT
Architecture		
Kati Hoke LEED Architect Intern 717.649.8818 khoke411@gmail.com	<ul style="list-style-type: none"> • Revit, AutoCAD • Microsoft Word, Excel, PowerPoint • Sketching, Diagramming, Rendering • Adobe Photoshop, InDesign 	Master of Architecture graduate with 1 ½ years experience seeking full time architecture internship. Looking to continue earning IDP credits in order to become a registered architect.
Business Management/Development		
Laurence A. Bartenstein Development/ Marketing/ Communications 804.741.4923; 804.317.8471	<ul style="list-style-type: none"> • Public/Community Relations • Fund Development/Stewardship • Marketing/Communications • Volunteer Management • Event Planning/Project Mngmt. 	Seasoned professional seeking position in non-profit or mission-driven corporation using successful strategic relationship building skills, sales, marketing, and community relations.
J. David Blake, Jr. Business Mgmt/Development 804.779.0148; 804.304.7872 fonzndav@afo.net	<ul style="list-style-type: none"> • Systems Implementations Ldrshp • Process Management • Problem Resolution • SAP-BW; Microstrategy 	Business systems and process management professional with 30+ years in the pharmaceutical and consumer goods industries. Proven leadership in systems analysis, problem resolution, and advanced report development across functional areas.
Isaac DeRegibus Business Management 804.929.8607 isaac.deregibus@gmail.com	<ul style="list-style-type: none"> • Management • Development • Leasing & Sales 	The skill sets I have acquired are transferable across the development industry and I am eager to expand them further. My goal is to find work that offers a grater challenge, compensation and room for upward growth.
Lindsay Gallagher Business Mgmt./Hospitality Industry 804.598-2294; 804.400-9551 lindgall@verizon.net	<ul style="list-style-type: none"> • Project/Event Management • Sales Management • Fortune 500 account expertise • Detail oriented • Writing/editing • Problem resolution 	An opportunity to utilize my extensive experience in creative special events, meeting and incentive planning, sales and marketing to grow profits and increase company visibility throughout the marketplace.
Douglas B. Ingram Business Mgmt & Development 804.739.5972; 804.245.0190 dingram316@verizon.net	<ul style="list-style-type: none"> • Product Management • Customer Service • Sales & Inventory Control • Operations 	I have more than 20 years of prior knowledge in sales and management. I have business insight with problem-solving and goal/strategic planning.
Jon Leuth Business Mgmt./Development 804.744.3359 leuthj@comcast.net	<ul style="list-style-type: none"> • Leadership • Communication • Motivation • Development of Staff 	Executive with over 28 years of manufacturing experience. Track record of measurable, continuous improvement.
James S. McDermott Business Mgmt/Development 804.273.9362; 804.380.5645 Mcdermott1987@verizon.net	<ul style="list-style-type: none"> • Team Leader/Builder • Experienced Manager • Strong Analytical Skills • Team Building, Leadership 	Operations Manager, Quality Assurance professional with 20+ years experience with Fortune 100 company. Adept at identifying key operational barriers/core problems and developing action plans to correct deficiencies. Proven track record of exceeding productivity, service, quality control, and safety goals while operating within/below budgeted targets.
Walter Lee Owens Leadership/Management 804.739.1923; 804.833.1563 Cga74@verizon.net	<ul style="list-style-type: none"> • Operational problem solving • Writing/editing • Troubleshooting 	Over 20 years creating the big picture then handling the details required to achieve it. Strengths include strategic thinking, ideation, adaptability, good relationship skills and responsibility.
Bill Sims Business & Finance Mangement 804.205.8045; 323-7082 bcssims@comcast.net	<ul style="list-style-type: none"> • Accounting Management • Financial Analysis • Customer & Vendor Management • Internal Controls • Budgeting/P & L Management • Supply Chain Solutions 	Talented leader directing both financial and operations management teams to support achievement of overall corporate goals and objectives. Impactful people manager and team organizer with a proven track record of business success.

Mark A. Smucker Marketing/Business Mgmt. 804.432.8733 masmucker@gmail.com	<ul style="list-style-type: none"> • Marketing/Merchandising • Gen. management/Leadership • Negotiations/Relationship building • Innovation 	Executive with extensive experience leading businesses at both Fortune 100 and privately-held companies. Grown and led a variety of businesses which incorporated major brands, private label development, and direct sourcing as integral parts of the overall strategy.
James Stacia Business Management 804.338.2108; 804.741.5745 jkstaci@verizon.net	<ul style="list-style-type: none"> • Program Development • Turnarounds • Simplicity-centric customer solutions • Change Management • Leadership • Versatility 	Accomplished business director with extensive experience driving P&L profitability, organizational change, and customer satisfaction. Critical thinking skills quickly identify strategic opportunities and solutions. Focused on lasting outcomes.
Michael Stone Non-Profit Management 804.230.1626; 804.512.1523 youngstone@cavtel.net	<ul style="list-style-type: none"> • Program development • Education & training design • Group facilitation/Strategic planning • Public policy analysis/Public speaking • Writing & editing/Basic web design 	Twenty-seven years of experience working with churches and community organizations on social services. Experienced in team building and social service management. Seeks job that contributes to the social good.
Brian Sullivan Business Management/Devel. 804.740.0107; 804.929.4102 briankentsullivan@me.com	<ul style="list-style-type: none"> • Business Dvlpmt/startup • Sales Management/Planning • Negotiation • Marketing 	Communicator and creative problem-solver who builds strong teams, partnerships and better organizations. Innovative and adept at leading through change and driving success of strategic products and major clientele.
Lois Thatcher Business Development 804.337.8678 lois_t@yahoo.com	<ul style="list-style-type: none"> • New Business Development • Account Manager • Strategic Business Planner • Customer Service & Marketing 	New business development professional for start-up, territory development, business retention; effective in relationship selling, customer service, implementing strategic business plans, developing partnerships.
Holly Thornton Business Management 804.497.6760; 804.675.2320 hollythornton@verizon.net	<ul style="list-style-type: none"> • Strong communication/people skills • Working knowledge of computer, email marketing, website • Independent/Self-motivated • Excels in office equipment/inventory control • Accomplished organizational skills/goal setting strategy 	Looking to bring a positive attitude into an evolving environment. Utilizing leadership skills that acknowledges individual strengths; developing a strong team
John Williams, Capt./USN (Ret.) Executive Management Team 804.307.3429 jcw46@comcast.net	<ul style="list-style-type: none"> • Strategic Vision • Project Direction • Comprehensive Problem Solving • Servant Leadership 	Operations executive with documented success in international and corporate arenas managing technologies, manufacturing, distribution, and administration. Experienced in start-up, turn-around, and growth scenarios.
<h2 style="text-align: center; color: blue;">Business Administration</h2>		
Kristin Jennings Recent VCU graduate 804.320.0113 jenningska@vcu.edu	<ul style="list-style-type: none"> • Excel, Word, PowerPoint, Outlook • Analytical • Organized • Enthusiastic 	I recently graduated from V.C.U. with a Bachelor of Science in Psychology (Magna Cum Laude). I am looking for a job where I could work for the government or a company.
Monica Newcomer Administrative/Clerical, though open to a lot of different opportunities 804.426.1727 Lewism186@yahoo.com	<ul style="list-style-type: none"> • Organized • Great Communication • Self-motivated • Detail Oriented • Team Player • Extremely dependable • Outgoing • Microsoft Office Suite • Big Biller 	I am seeking a position with a company that I can truly grow with as I prepare to begin my professional career upon graduation next June from University of Phoenix.
John Walker Business Administration 804.639.0369; 804.245.1372 walkers4@gmail.com	<ul style="list-style-type: none"> • Project Administration • Customer service • Strong interpersonal skills • Analytical & Results-oriented 	Looking for an opportunity to bring strong value to an employer from a financial and personal perspective.
Carolyn Wayland Business Administration 804.794.3693; 804.405.3693 Pr31gracie@aol.com	<ul style="list-style-type: none"> • Staff Development • Marketing • Accounting Management • Networking • Accountability/Collections 	Have organized, administered, developed and staffed several businesses so that the owners could focus on their talents. Welcome part time with growth potential; salary only.

Communications/Marketing/Public Relations

Robert Clarkson
Marketing/PR
804.364.5036 & 804.869.1337
robertmclarkson@verizon.net

- Product/Marketing Management
- Research Management
- Program Management
- Project Management

15 years experience leading product development teams, marketing campaigns and major projects that grow sales and add customer value. Ability to think big picture as well as implement.

Melvin K. Hanks
Marketing/Sales
804.378.3553; 804.393.1219
khanks55@verizon.net

- Sales
- Management
- Marketing

Sales professional with 25 years experience with leading retailers in the United States. Directed Sales organization and efforts. Looking to use current skills to benefit local business.

Laura E. Harris
Marketing/PR/Event Planning
804.512.5989
Laura.e.harris1@gmail.com

- 10-years experience
- Team-oriented
- Self-Motivated
- Public/Community Relations

Diverse range of marketing/PR skills in the non-profit and for-profit fields. Offering extensive expertise in development of marketing materials, creation/execution of promotions, order mgmt, event planning, public speaking and media relations.

Christine Lohr
Marketing & Promotions, Insurance Claims, Office Mngmt
804.754-0963
christine844@msn.com

- Creativity/Innovative
- Volunteer Leadership
- Claims Handling
- Merchandising Management
- Customer Service

Seasoned Marketing, Merchandising and Promotions professional within the fashion industry, private businesses, galleries, and volunteer service. 4 years experience in Office Management, Administration, and Insurance Claims & Dispatch. Strong interpersonal skills. Seeking eventual transition of skills to a nonprofit organization.

Brian Regrut
Public Relations/Marketing
804.744.8300; 804.338.1776
brian@regrut.com

- Problem solver
- Writer/Speaker
- Coach/Teacher & Computer Savvy

Seeking senior management role that takes advantage of my leadership and problem-solving skills and my expertise as a writer, teacher and public speaker.

Customer Service

Cynthia Carden
Customer Service/Sales
804.740.2905; 804.405.5993
cwcarden@comcast.net

- Sales Manager
- Customer Service
- Six Sigma training
- Credit experience

I led a team of 12 Sales associates supporting 2,000 banking centers servicing small business for technical support and credit card processing. I have taken a lead in instituting major competitive changes and productivity improvements. My 30 years of Sales, Customer Service and Credit experience and initiatives such as Green belt training and certification for Six Sigma, have armed me with a breadth of knowledge and the tools necessary for success.

Education

Jordan Minnick
Education (special needs), Healthcare (Mental Health & entry-level healthcare), Social Services
804.833.0870
jordan.minnick@gmail.com

- Interpersonal/written communication
- QMHP counseling skills
- Clinical family services
- Medicaid, ISPs, IEPs
- Experienced cross-culturally
- Spanish, beginning Chinese
- Commitment to integrity
- Microsoft Office applications
- Flexible learner

With basic education, experience and clinical QMHP skills to excel in human services (and cross-culturally), I seek to develop in an applicable field with a company of integrity.

Engineering

A. Sidney Buford
Engineering/Business Devel.
804.513.2873
alsidbuf@aol.com

- Planning and organization
- Business building
- Personnel Mgmt and training
- Problem solving

Over 25 years experience in engineering and construction. Worked as an engineer, administrative and project manager, and in business development. Managed professional, technical and administrative staff including training staff. Opened a branch office for an engineering company and started a spin-off operation for another company.

Thomas Craig Esry
Engineering
804.379.8524; 804.920.5603
esry@mpinet.net

- Six Sigma Process Oriented
- Problem Solver
- Process Development
- Manufacturing Seasoned Engineer
- Teacher

Results oriented seasoned manufacturing process engineer with emphasis on cost reduction and yield improvement using six-sigma control methodology while being a team member or a team leader.

Keith Fauber Engineering 804.332.4550 kfauber@yahoo.com	<ul style="list-style-type: none"> Seasoned/Mature Computer skills Communicator Supervisor 	Worked in several manufacturing facilities as laborer and supervisor. Team player who can also work well independently. Able to expedite work accurately and efficiently. Ability to work in any environment.
Greg Kuhn Engineering 804.423.7185; 804.873.4175 gregkuhn@comcast.net	<ul style="list-style-type: none"> Quality Engineer Continuous Improvement Product Development Adjunct teacher & problem solver 	MS Engineering; ASQ CQE and CQA; seeking a continuous improvement position in manufacturing or service firm to deliver project solutions in a cost-effective manner.
Jen Payne Engineering 719.237.9392 Jan1181@yahoo.com	<ul style="list-style-type: none"> Process Improvement Data Analysis Excellent Communication Skills Documentation Improvement Team Coaching/Development 	Team-oriented process engineer with almost 5 years experience in project management and process improvement. Looking for opportunity to use Lean Six Sigma and problem solving skills to improve operational and cost efficiency.
Ron Pierce Engineering & Process Improvement 804.313.7346 Ronald.A.Pierce@comcast.net	<ul style="list-style-type: none"> Data Analysis Troubleshooting Root Cause Identification Lean Six Sigma 	Data-driven engineer and problem-solver. I seek an opportunity requiring a diverse set of technical skills. Excelled in quality assurance, process development, process sustaining and analyst roles in the semiconductor industry. I thrive on steep learning curves and technical complexity. Presently pursuing my Black Belt in Six Sigma.
John Porterfield Engineering 804.781.0641 JFPort72@gmail.com	<ul style="list-style-type: none"> Design/CAD Product Testing Technical Training Automation Product Qualification Customer Support 	Hands-on technical leader with 13 years of experience in process, equipment, quality, and test engineering. Effective at developing robust, cost-effective solutions to technical problems. M.S. Mechanical Engineering. Six Sigma Green Belt.
Kirt Sederstrom Engineering 804.364.2532; 804.564.4446 kirtseiderstrom@hotmail.com	<ul style="list-style-type: none"> Project & Contract Management Operations Management Supply Management Logistics Management 	Operations manager driving continuous improvement through applied international benchmarking and a proven process driven approach. Over 12 years success leading a team providing high quality hazardous materials to manufacturing. M.S. in Industrial Engineering.
<h2 style="color: blue;">Environmental</h2>		
Susan Blackmoor Environmental Data Analyst/Program Manager 804.263.7507 sblackmoor@blackgate.net	<ul style="list-style-type: none"> Data Auditing Attention to Detail Problem Solving Ability to Work Independently 	Environmental Data Analyst interested in sustainability, experienced with diverse fields of data, from asbestos and lead to greenhouse gas emissions. Over 16 years of experience in the environmental field.
<h2 style="color: blue;">Financial/Insurance</h2>		
Dean Barnett Financial/Insurance 804.794.2553; 804.641.0317 dbarn21@comcast.net	<ul style="list-style-type: none"> Customer Service Consulting Account management 	Seeking a responsible consulting, customer service or risk management position with advancement potential, utilizing my 30 years of professional experience, management and technical skills.
Michael Beabout Finance/Accounting 804.740.3868; 804.651.1165 mjbeabout@hotmail.com	<ul style="list-style-type: none"> Financial Analysis & Modeling Executive-level reporting Strong interpersonal skills Forecasting/Budgeting Adaptability/Flexibility 	Results-driven financial professional with nine years of analytical and management experience. Skilled at producing financial statement forecasts and trend analysis, developing financial models, and providing analytical guidance to non-financial leadership.
Shawn Garitz Financial/Insurance 804.673.0309; 804.836.4205 sgar0510@yahoo.com	<ul style="list-style-type: none"> Budgeting Executive Reporting Process Improvement Financial Analysis Relationship/People Management 	I have several years experience in financial analysis and management at a Fortune 200 company. I have been successful in driving sustainable cost reductions and process improvements. I am adept at building relationships with and communicating to all levels of management. My goal is to find a position at a healthcare or financial services company that leverages those skills.
Dale M. Lawton Financial/Investments 804.749.4443; 804.241.0815 Dmlaw10@comcast.net	<ul style="list-style-type: none"> Financial Analysis Sales Support & Training Product Management 	Experienced financial professional looking to utilize my knowledge and skills with in the financial services industry in a customer service, sales support or product management environment.

Andrew Moser Financial Analyst 804.447.0690; 804.245.7512 Moser4446@yahoo.com	<ul style="list-style-type: none"> • Financial Analysis • Business Analysis • Management Accounting • Financial Reporting 	7 years experience in Business & Financial Analysis and Reporting, with a record of improving a company's decision making through analysis of financial and operating performance information; enable management and operations to maximize asset performance and production and minimize risks. 6 years experience in Financial Accounting.
Karen Linkous Financial/Insurance 804.353.3647; 804.241.6397 karenlinkous@yahoo.com	<ul style="list-style-type: none"> • Registered Rep • MBA • Greenbelt • Life Insurance Agent 	Experienced financial services professional with sales, marketing and product management experience. Successful leader of cross-functional teams.
Shawn Ryan Finance/Risk Mgmt/Strategy 804.363.7932; 804.354.1949 shawnyryan1@gmail.com	<ul style="list-style-type: none"> • Strategic Planning & Analysis • Financial Control & Risk Mngmt • Budgeting/P&L Management • Invstmt/Portfolio Management • Executive Leadership 	Financial services leader with 15+ years in the industry. Extensive background in strategic planning, budgeting, financial modeling, analysis, credit risk management and internal control design. Outstanding builder and leader of top performing teams and organizations. MBA, CFA
Charles R. Smith Accounting/Finance 804.397.9397; 804.559.3080 Crgdsmith4@aol.com	<ul style="list-style-type: none"> • Controller/Accounting Manager • SEC Reporting • Financial Reporting/Analysis • Sarbanes-Oxley & Accounting 	CMA/MBA with experience in both corporate and operational environments available for contract/consulting or full-time positions. Experience includes acquisitions/divestitures, initial public offering, improvements in reporting & closing procedures.
James Springer Financial/Insurance 804.320.4923 Merryjames10@hotmail.com	<ul style="list-style-type: none"> • Analysis/Problem Solving • Statistical Analysis • Business Process Improvement • Excel & Access with VBA 	Experienced problem solver using statistics and mathematics to bring clarity to the decision process.
Patricia Tudor Financial/Insurance 804.357.5490; 804.288.1060 ptudor@aol.com	<ul style="list-style-type: none"> • Quality & Problem Resolution • Project Management & Marketing • Relationship Management 	Marketing and quality management professional with extensive financial industry experience. Strengths in project and relationship mgmt, problem resolution, & process improvement. Certified Quality Manager, Six Sigma Green Belt
J. Michael Tuohey Financial/Insurance 804.986.5816 mike2email@yahoo.com	<ul style="list-style-type: none"> • Financial Operations • Compliance & audit • Accounting Systems 	I have spent the last 18 years in the operations and compliance side of the financial services industry and am looking to continue using my skills in this area.
John White Finance 804.836.2934 IMC.JWhite@gmail.com	<ul style="list-style-type: none"> • Treasury Function • Cash Flow Management • Audit Facilitation • Consulting & Team Building 	Corporate Controller with over 18 years experience in Finance & Accounting. Objective to obtain a Management role with a company utilizing my experience, and also to develop my consulting business through partnering with small businesses in need of my skills.
<h2>Graphics/Visual Art</h2>		
Jason Linas Graphics/Visual Art 804.273.0523; 804.878.4991 jason@jlinasdesign.com	<ul style="list-style-type: none"> • Web Design • Strategy • Consulting • Branding 	Experience in branding and web design, working with non-profits to large organizations. Promoter of strategic teamwork and creativity among fellow creators. Experience overseeing and nurturing brands from the birthing/infancy years.
Bruce Schneider Graphics/Visual Arts 770.823.3012 brandplan@verizon.net	<ul style="list-style-type: none"> • Branding Development • Strategic Marketing & Creative • Fortune 500 Experience • Team Development 	Proven marketing leader leveraging creative strategy to drive creative direction. Lead teams and manage vendors. I am the person where the strategic and tactical meet.
Nancy Slocum Artist/Writer 804.784.1278; 804.267.9902 joywriter7@earthlink.net	<ul style="list-style-type: none"> • Highly Creative • Detail Oriented • Top Quality Artwork • Writing ability 	11 Years experience in art publishing field creating high quality artwork for the world art market. I am open to using my artistic skills and experience as well as my love for writing in alternative capacities.
<h2>Healthcare</h2>		
Rosemary Coley Healthcare 804.741.2260; 804.385.7469 Ro63co25@aol.com	<ul style="list-style-type: none"> • Customer Service • Healthcare • Flexible Schedule/Worker 	To obtain a fulltime clerical/administrative support position with will utilize my knowledge, skills and abilities.

Scott Rice Healthcare 804.784.2015; 301.5626 tworices@comcast.net	<ul style="list-style-type: none"> • Customer oriented • Detail oriented • Flexible • Professionally trained/trainer in medical sales 	Extensive medical sales experience. Skilled at guiding customers through complex sales processes. Experienced in the sale of specialty pharmaceuticals to Hospitals, Surgeons, Private Practitioners and Specialty Physicians. Adept at cold calling, at pioneering new territories and at influencing Key Opinion Leaders Proficient at managing large geographic territories.
Michael Staton Education/Healthcare/HR 804.241.1936 Mikestaton79@yahoo.com	<ul style="list-style-type: none"> • Customer Service • Microsoft Office/70 wpm • Strong communication skills • Leadership 	Seeking stable, fulltime employment in the social services field. 5 years experience working with adolescents with a variety of mental illnesses. Strong clinical skills and knowledge of public assistance programs (private- and public-funded).
<h2 style="color: blue;">Human Resources</h2>		
John M. Carter Human Resources 804.323.5009; 804.405.8053 jcarterva@comcast.net	<ul style="list-style-type: none"> • Department Management • Mgmt./Performance Development • Employee Relations 	Manager with extensive HR management experience, responsible for implementation and best practices in benefits admin, management training and more. Looking to find a mgmt position to find & develop organizational talent.
Susan Grayson HRIT/Business Operations 804.647.1874; 804.560.5178 grayson4335@comcast.net	<ul style="list-style-type: none"> • Project & Team Leadership • Budgeting/P & L Management • Process Improvement • Analysis & Reporting • HR Technology Solutions 	Fifteen years' experience in business operations, information systems, budgeting, strategic planning, lending projects and cross functional teams. Seven years focused in Human Resources process improvement in complex corporate environments.
Howard Grove Human Resources 804.739.9018 hgg017@gmail.com	<ul style="list-style-type: none"> • H.R. Generalist • Team Building & Efficiency • Project Management • Lean Six Sigma 	Over 15 years' management experience with expertise in cross-functional, multi-generational work groups, strategic planning, contract negotiations and Six Sigma/Lean in union and non-union environments.
Paul W. Hardesty Human Resources 804.794.4382; 804.901.6244 hardestyfam@comcast.net	<ul style="list-style-type: none"> • Classification/Job evaluation • Recruitment and Retention • Senior Management Team • Employee relations/Training 	Extensive Human Resources experience in public and private sector. Hands-on, fast-paced environment in all facets of planning, implementation and leadership to achieve organizational goals and objectives.
Phillip L. Sisk Human Resources/Training 804.382.2889; 804.447.0175 plsisk@aol.com	<ul style="list-style-type: none"> • Excellent Oral/Written Communications • Corporate Coach Certified • Managing/Developing Subordinates & Detail Oriented 	Over20 years in training and operations, leadership development, and coaching in the military and civilian sectors, to include the computer and insurance industries. Specific expertise in development of first-and second-line management and the development of training programs for new personnel.
Brian White Human Resources 804.756.1714; 804.690.1851 bdavidwhite@gmail.com	<ul style="list-style-type: none"> • Recruitment • Team Leadership • Strategic Planning • Process Improvement 	15+ years experience in Operations and Human Resources management. Skilled in the design of talent acquisition strategies, developing organizational competencies for success and facilitating high performance teams
<h2 style="color: blue;">Information Technology</h2>		
William L. Davis III Information Technology 804.467.5915; 804.549.9849 wildav6464@rics.ecpitech.edu	<ul style="list-style-type: none"> • Experienced IT professional • MS Office Suite experience • Teaching PC Skills • A+ Certification 	I have experience as a computer Lab assistant (ECPI), desktop support internship (Colonial Webb) and network support technician. My objective is to obtain a position as an IT specialist.
Judy Hart Information Technology 804.594.0083 judyannhart@verizon.net	<ul style="list-style-type: none"> • MS Word, Excel, Publisher • PowerPoint • Computer teaching 	IT professional, legacy systems, 20+ years experience and BS Degree in Computer Information Systems. Experience spans application & systems programming, IT auditing and security. Also open to jobs not in the IT field.
Nitin Mehta Information Technology 214-563-6500 nm285@earthlink.net	<ul style="list-style-type: none"> • IT and Financial Auditing • Regulatory Compliance Management • Business Process Engineer • New System Design & Development 	Director IT Compliance / Sr. IT Auditor Manager with 13 years of IT leadership and managerial acumen to address audit issues; provide successful results by remediating and reducing existing IT and financial deficiencies and ensuring enterprise wide compliance with existing SOX, Federal and State guidelines
Steve Patterson Info. Technology Leader 804.349.9666 steve.g.patterson@gmail.com	<ul style="list-style-type: none"> • Managing Change • Liaison b/wTechnical and Business • OLAP, Relational Database Design • Training, Motivating • Leading Cross-Functional Teams 	A proven leader, communicator, and creative problem solver with 10 years of experience in listening to and understanding customer needs, improving processes and building strategic solutions in challenging environments. Full Resume – www.sgpatterson.com

William F. Prior III Information Technology 804.282.0812; 804.317.2275 billprior@gmail.com	<ul style="list-style-type: none"> • Data Management • Teaching • Infrastructure Architect 	I am looking for a company where I can assist in building a world-class data warehouse or modernize their current one.
Lisa Steinberg Information Technology 804.550.5120; 804.690.5391 Lisa.Steinberg@comcast.net	<ul style="list-style-type: none"> • Agile Coach • Awesome Collaborator • Excellent Communicator • Highly Productive • Wide variety of industries 	20+ years of IT experience ranging from development to project management. Experience in a variety of industries including Ecommerce, Retail, Medical Claims Processing, Health Insurance, Judicial & Jail Systems, Financial, Manufacturing, Banking, and Title Insurance.
James Stewart Information Technology 804.559.5629; 804.339.3805 jstewart0312@verizon.net	<ul style="list-style-type: none"> • QA/QC Manager • Development Manager • Change Management • Project Management 	
Woodrow W. Stinnette II Info Tech./Engineering 804.276.7833 hellorowe@juno.com	<ul style="list-style-type: none"> • DB Design/Management • Metadata Mgmt/Data Architecture • Technical Leadership • Systems Analysis 	I have 27 years experience as an IT professional: managing and designing large DB systems, supervising DBAs, reviewing application designs, coordinating teams, teaching classes and managing metadata.
Gene Thomasson Info. Tech/Education/Religious Service 804.641.9259 Thomasson.G@hotmail.com	<ul style="list-style-type: none"> • Programmer/Analyst • Teaching/Principal • Ministry • Customer Service 	I have a Master's Degree in Christian Ed. and a Bachelor's Degree in Pastoral Ministries. Vocationally, I have been in computers since the 70's, but have been in Christian Education ministry.
Martin Vik Information Technology 804.739.1026; 804.240.2116 info@martinvik.com	<ul style="list-style-type: none"> • Project Management • Information Security • Data Privacy • Testing Management • Quality Assurance 	IT professional with Information Security and Data Privacy knowledge. Years of experience as results-oriented software developer and manager. Proven track record of building infrastructure to make programs self-sustaining.
<h2 style="color: blue;">Legal</h2>		
Marie P. Neal Paralegal/Human Resources 804.353.3008 mariepneal@aol.com	<ul style="list-style-type: none"> • Analysis/Administration • Communication • Customer Service 	I excel in distilling & presenting complex information for decision making and have extensive experience communicating with clients and employees at all corporate levels. Certified paralegal.
Narmadha (Nan) Somasundaram Legal 804.784.2812; 804.512.1548 narmadhas@hotmail.com	<ul style="list-style-type: none"> • Legal Analysis • Computer Proficiency • People Skills • Writing Skills • Research Ability 	I have over 15 years of experience as a paralegal and as an administrative assistant. I have also started and run my own business, dealing with everything from building a customer base to setting up the accounting system. I have superior writing skills and learned how to analyze and reason both as an English major and in law school. I also enjoy working with people and have developed customer service skills.
<h2 style="color: blue;">Manufacturing/Production/Business Operations/Quality Control</h2>		
Michael D. Cole Production/Printing/Packaging 804.748.5815; 804.382.0225 Mrwahoo53@yahoo.com	<ul style="list-style-type: none"> • Inspecting boxes for defects • Packaging expert • Quality end production assurance • Palletizer 	20 years experience in the printing/packaging industry. Industrious, hard-working reliable employee with low absenteeism rate. My objective is to bring my communication and problem-solving skills to a thriving business.
Michael K. Dockery Production/Manufacturing 804.674.1520; 804.878.0037 mkdockery@verizon.net	<ul style="list-style-type: none"> • Machine Forklift Operator • Material Handler • Ability to work independently or with others 	I have extensive experience with manufacturing and production. I am flexible and eager to learn.
Donald Jefferson Transportation/Warehousing Mechanical/Technical 804.737.2805; 804.382.3554 dgjmcj75@verizon.net	<ul style="list-style-type: none"> • DOT Knowledge • Transportation Equipment Knowledge • Small Power Tools • Innovative Thinker • Results Driven 	24 years in the transportation industry as a driver allows me to identify with driver issues and ways to resolve them effectively. 20+ years engaging with customers face to face, troubleshooting and problem solving in a manner that results in their satisfaction and the retention of their business. A work ethic that provides the assurance that my work will be my best regardless of the circumstances.
John Leonard Transportation/Logistics 804.364.0014; 804.385.3873 johnleonard@verizon.net	<ul style="list-style-type: none"> • Supply Chain Management • Transportation & Logistics • Business Dev & Analysis • Crisis Mngmt/Strategic Planning • Program Management 	Let me put my 20 years of proven success in Business Strategy, Supply Chain Management, Transportation, Logistics, and Innovation to work for your company building a great future together.

Keith Parker Lab Tech 804.237.4331 Keithp6@yahoo.com	<ul style="list-style-type: none"> • Lab Work • Quality Control • Warehouse Experience • Customer Service • Manufacturing 	I have quality control process experience and can bring warehouse (shipping, receiving, etc.), manufacturing and maintenance skills and knowledge to your organization. I possess customer service and lab technology skills also. I am a hard, flexible worker, willing to work in any field.
<h2 style="color: blue;">Sales Professional</h2>		
Rick Barker Sales Management 980.233.0750 rick.barker01@gmail.com	<ul style="list-style-type: none"> • Experienced Sales Manager • Excellent Communication Skills • Results Driven Leader • Coach/Skill Development • Team Builder/Proven Track Record 	To obtain a position where I can maximize my various facets of management skills, program development, training experience, customer service and successful track record in the area of sales.
Judith Bellows Account Management, Financial Services & Counseling, Sales 804.901.1799 judybellows@comcast.net	<ul style="list-style-type: none"> • Solution Selling • Credit Counseling • Problem Identification/Solving • Mortgages/Home Buyer Education • Customer Service 	Experience in the staffing/employment industry as account manager, placing qualified employees, resolving problems and growing accounts, and home sales including prequalifying and advising for mortgages, homebuyer education/credit counseling.
David Buss Sales/Professional 804.245.9455 dcbuss@gmail.com	<ul style="list-style-type: none"> • Project Management • Industrial Sales • Marketing 	An energetic, knowledgeable and motivated professional with 7 years of comprehensive communications experience, including industrial roles, non-profit fundraising and project management.
Susan Darden Office Management/Sales CSrv 804.789.0112 peggysue47@gmail.com	<ul style="list-style-type: none"> • Self-starter & Multi-tasker • Writer & Editor • Manager & Project Coordinator 	Seeking a position that will utilize my extensive marketing, customer service, sales and administration background.
Wayne D. Kellogg Sales 804.737.9175; 804.814.8043 speclk6137@verizon.net	<ul style="list-style-type: none"> • Organization • Needs Assessment • Listening 	I have an extreme ability to assess needs of people and to respond to those needs. My experience is in industrial products sales, account management.
Laura Lank Sales Professional 378-2023 (home) 218-7748 (cell) LankLaura@aol.com	<ul style="list-style-type: none"> • Goal oriented • Needs Analysis • Prepare/Present Proposals • Territory Management 	Seasoned outside B2B sales professional, experienced in business development and account management. An effective communicator with a passion to create innovative solutions to meet business needs. Skilled in prospecting, telemarketing, problem solving, organizing and managing multiple tasks. Proficient with needs analysis, conducting timely follow up.
Sean O'Brien Sales Professional 804.464-9821; 804.937.9186 SAOB100@hotmail.com	<ul style="list-style-type: none"> • Fortune 100 Company • Sales Leadership • Relationship Management • Business Planning Processes • Consistently Deliver Results 	A creative, energetic & motivational sales and marketing executive with over 20 years experience with Sony. An articulate, proficient & engaging public speaker & positive team player. Recognized change agent with a unique blend of relationship & leadership skills. Conscientious, dedicated & well organized.
Gene Rose Sales Professional 804.364.2522; 804.315.7792 generose9@yahoo.com	<ul style="list-style-type: none"> • Relationship Building/Customer Srvc • Client Needs Assessment • Sales and Marketing • Project Management • Problem Resolution 	Experienced professional with over 20 years of leadership in banking and retail industries. Seeking to apply leadership abilities, business knowledge, and communication skills in a role to create efficiency, positive results, and exceptional experiences for clients.
William F. "Bill" Shepherd Sales Professional: Home Improvements 804.779.0791; 804.874-9191	<ul style="list-style-type: none"> • In-Home Sales • Honesty • Integrity 	In-home sales of home improvement products (windows, siding, etc.); provide homeowners with excellent products at a fair price.
Dan Spitzer Sales, Marketing & Business Development Professional 804.743.9512 danspitzer@hotmail.com	<ul style="list-style-type: none"> • Account Management • Customized Presentations • Customer Service/Technical Support • Project Planning • Marketing Strategy 	Seasoned professional with over 15 years in sales, marketing and business development. Maintained territories consisting of Industrial, Commercial, Institutional, Hospitality and Government accounts. Skilled in value added selling and exceeding sales quotas.
Albert Stuart III Sales Professional 804.754.4204; 804.338.3849 alstuart3@gmail.com	<ul style="list-style-type: none"> • Customer Service/Negotiator • Communication (oral, written) • Marketing • Problem Resolution/Analysis 	25+ experience in Real Estate sales as a million-dollar producer. Experience includes sales, marketing, financial arrangements, contract settlement, property inspection and repair solution; clients receive professional, courteous service.
Edwin Wills Sales Professional 804.347.1348 Blackard55@comcast.net	<ul style="list-style-type: none"> • Sales • Management • Consulting • Change 	Seeking an opportunity to bring my skills to help and organization grow and prosper.

Gary Workman
Sales Professional
804.323.7709
804.869.5653
gary.workman@ymail.com

- Customer Service
- Sales/Collections
- Supervisory/Management
- New Product Development

I would like a challenging position in customer service or sales. I possess a proven record of achievement in customer service and sales, helping companies reach their goals and objectives.

Skilled Trades

Troy F. Barnett
Skilled Trades
804.271.9881

- Mechanical & Painting
- Repairing & Auto Repair
- Problem Solving

I am flexible and able and willing to learn whatever I need for any related field.

Ernest Brown Jr.
Skilled Trades
804.798.5882

- MFG Management
- Maintenance

Have extensive experience with maintenance and mechanics: 10 years working at Sonoco Products Company, 25 years at Union Camp and 11 years at RSC Equipment Rental company.

Marshall Weatherford
Engineering/Skilled Trades
804.358.2190

- Skilled at Carpentry
- Surveyor

18 years of experience in carpentry and 19 years in surveying.

Social Services

Virginia A. Davis
Social Services
804.501.0840
Virginia.davis@dhp.virginia.gov

- Detail-oriented
- Accurate typist/Computer savvy
- Former teacher & librarian
- College-educated

More than 20 years as administrative assistant. Former grade-school teacher, former librarian/information research. I'm looking for a permanent position where my skills will benefit a company or organization.

Lauren W. Fiegel
Social Work
539-3506; 741-5659
lauren_fiegel@yahoo.com

- Research and Analysis
- Computer Literacy
- Needs Assessment
- Multidisciplinary Collaboration
- Record Keeping and Documentation
- Personnel Management/Supervision
- Customer Service and Support

Primary scope of employment experience has focused on addressing life skills and vocational training needs of developmentally disabled and mentally ill adults to assist them in current employment and thriving in the community.

Transportation

Eric Alfredson
Transportation & Logistics
804.897.0405
804.543.6766
ejalfredson@comcast.net

- Excel, Word, Outlook
- Negotiating
- Problem solving

A relationship builder, driven to cut costs and improve distribution and warehousing efficiencies. Seeking to match these skills with the needs of a medium sized private company.