



TALENT IN TRANSITION – MARCH 2010

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		
Martin C. Schenker Architect/Project Manager 804.553.4111; 804.714.4716 kestrel1950@comcast.net	<ul style="list-style-type: none"> Architectural Project Management Design of Buildings & Additions Client Contact for Programming & Guidance Construction Administration & Site Observation Client, Consultant & Contractor Communications Collection & Evaluation of Existing Building Conditions 	I am a licensed Virginia architect with 30+ years experience in commercial, church and public buildings working from early client contact through project design, construction and closeout. Experience includes work with private architectural firms and service as architect for a State agency. Objective is to obtain a position as an architect/project manager to direct design of significant building projects in all phases of practice.
Business Management/Development		
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.
Chip Kazmerowski Business Management Healthcare Management 804.205.2938 dckazmer@gmail.com	<ul style="list-style-type: none"> Program Management/Development Program/Event/Product Marketing Fiscal Management Strategic Planning/Customer Service 	Mid-level manager with a deep understanding of accountability from revenue expectations to program management. My primary goal is to meet an organization's goals and work in a collaborative positive environment that provides opportunities for growth and continued professional development.
Mimi Lee Business and Information Tech 804.868-8050 mimilee81@gmail.com	<ul style="list-style-type: none"> E-Commerce knowledge Online marketing IT (programming) Retail merchandising skills Negotiating contracts Analytical/strategic 	SEEKING BUSINESS ANALYST and CONSULTING POSITIONS <ul style="list-style-type: none"> Upcoming MBA graduate offering a strong academic background in business strategy combined with experience as an analyst and consultant. Consistently recognized for strong technical skills and successfully resolve challenging issues. Great with teamwork and self-directed settings, also strong execution in a fast paced environment. Experience with portfolio management to achieve objectives.
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.

William Mutton Business Management, Sales 804.338.5538 wmutton@comcast.net	<ul style="list-style-type: none"> • Sales • Customer Relationship • Regional Sales Trainer • Financial Management • Talent Development • Purchasing 	Successful Sales person with Business to Business, experience. Financial operations, Purchasing, vendor management, Sales Trainer. Developed sales and marketing venues producing extraordinary results. Regional manager with responsibilities for numerous divisions including sales growth and financial results.
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.
Adam Pillsbury Construction Management Business Management, Healthcare, Information Tech, etc 804.432.7995 adpilzr@gmail.com	<ul style="list-style-type: none"> • Result Oriented • Experienced Construction Manager • Outstanding Customer Service Skills • Government Oversight Experience • Team Player • Adaptable / Flexible 	Seeking a position in a business leadership role with an innovative company where my unique combination of skills and experience can be of mutual benefit.
Dennis W. Robinson Business Management 379-7862	<ul style="list-style-type: none"> • Large retail supervision • Substance Abuse Mentor • Public speaking 	My greatest strength is that I enjoy talking with people to assist them and/or resolve issues. My objective is to apply these skills in whatever capacity needed.
Tracy Simmons Healthcare Management 1.918.230.2353 Simmons241@verizon.net	<ul style="list-style-type: none"> • Leadership • Strategic planning • Budgeting • Skill development • Data analysis • Sales growth 	Performance driven leader in the Healthcare Industry, with extensive experience hiring, training, and managing sales team for peak performance. Desire a management / leadership position with a forward thinking, financially stable company.
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>		
Rachel L. Curling Business 804.543.1501 rachelcurling@gmail.com	<ul style="list-style-type: none"> • Account Management • Business Operations • Leadership • Relationship Building • Customer Service 	A challenging position in corporate procurement, logistics, supply chain, purchasing or accounting focused on process efficiencies.
John Downer Business Administration jdowner76@gmail.com	<ul style="list-style-type: none"> • Leadership • Long-term planning • Process/Efficiency Improvement • Customer Interface • Thorough follow-up • Attention to detail 	Utilize motivation, organization and analytical abilities, combined with friendliness, respect and empathy for others to provide quality leadership, coaching and project management, while contributing to a positive working environment.
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.
Lisa Keating-Boyce Recruiter/Staffing/Human Resources 804.627.3275 lisajeankeating@gmail.com	<ul style="list-style-type: none"> • Organization skills • Ability to work under high stress • Planning and implementing • Building strong relationships • Developing and facilitating training • Managing many projects • Creative and resourceful problem solving skills 	To pursue a career as a dynamic full life cycle recruiting professional with a commitment to creative and ethical recruiting.

Robert E. Lewis III Purchasing in Construction 804.405.8059; 781-6850 lewishorse@comcast.net	<ul style="list-style-type: none"> • Budgeting • Problem solving • Plan reading • Customer relations • Adaptability/Flexibility • Coaching/Training 	Purchasing, budgeting and contracting skills. Ability to help subcontractors meet contract and billing expectations.
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.
Joyce Schuping Administrative Assistant; Real Estate, Business Administration, Medical or Dental Office 804.364.1859 jeschuping@verizon.net	<ul style="list-style-type: none"> • Microsoft Word, Excel, Outlook & Publisher • Directed/Facilitated communication between customers/plants • Interacted closely with attorneys, appraisers, home inspectors as a licensed Real Estate agent 	Customer Service professional with 11 years manufacturing experience. Gained additional leadership, communication and public relations skills through office management experience in both public and private sectors. Developed diverse and flexible background in medical, political, religious and community organizations.
Pamela Smith Administrative Professional pssmith9999@yahoo.com	<ul style="list-style-type: none"> • Legal/Finance Admin • 15+ years experience • Travel/Catering Coordinator • Executive Secretary • Skilled Software Programs 	Administrative support professional with extensive legal and finance experience adept at working in fast-paced environments demanding strong organizational and interpersonal skills. Exceptional customer service skills, detail-oriented and resourceful.
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.
<h2 style="color: blue;">Customer Service</h2>		
Larissa Sager Customer Service/Logistics 804.523.0606; 804.741-7797 lsager7@verizon.net	<ul style="list-style-type: none"> • Problem solving • Customer Service • Attention to Detail • Microsoft Office 	Motivated professional with ten years experience in developing relationships with clients and vendors. Skilled at training team members, resolving customer issues, and maintaining high service levels while improving processes
<h2 style="color: blue;">Education</h2>		
Jordan Minnick Education (special needs), Healthcare (Mental Health & entry-level healthcare), Social Services 804.833.0870 jordan.minnick@gmail.com	<ul style="list-style-type: none"> • 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.
Carlota M. Sweeney Education 1.713.303.8986 carlas@cotse.net	<ul style="list-style-type: none"> • Mandarin Chinese • Special Education • Linguistics • Beginning Spanish • Tibetan • ESL & Cross-cultural experience 	Looking for a teaching job in any of the following: Mandarin Chinese, ESL, Special Education, Elementary, Middle School, or High School (biology, Mandarin, ESL, Special Ed. Geography)
<h2 style="color: blue;">Engineering</h2>		
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.

<p>John Porterfield Engineering 804.781.0641 JFPort72@gmail.com</p>	<ul style="list-style-type: none"> • Design/CAD • Product Testing • Technical Training • Automation • Product Qualification • Customer Support 	<p>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.</p>
<h2 style="color: blue;">Executive Leadership</h2>		
<p>Michael C. Smith Executive Leadership 804.677.3447; 804.359.3776 vinoevita@verizon.net</p>	<ul style="list-style-type: none"> • Leadership • Team Building • Strategic Planning • Strategic Marketing • Driving Growth • Acquisitions & Integration 	<p>Senior Executive Leader with broad experience in strategic, marketing, financial and operations management. Successful history of building organizations and driving growth. Collaborative leadership style; proponent of values based leadership.</p>
<h2 style="color: blue;">Financial/Insurance</h2>		
<p>C. Michelle Call Insurance/Finance 804.355.9973; 804.519.1001 c.michelle.call@comcast.net</p>	<ul style="list-style-type: none"> • Technical Underwriting • Account and Relationship Development • Mentoring, Training and Coaching • Market Research • Analytical Skills 	<p>Commercial Insurance Professional with over sixteen years experience in research, analysis, evaluation and implementation of alternative solutions for financial, procedural and underwriting issues while balancing timeliness and accuracy. Six years of property casualty underwriting experience working independently and within a team environment. Ten years of accounts receivable payable experience in the insurance industry. Assisted in mentoring and training of new employees for job functions. Audited mortgage files to ensure proper documentation.</p>
<p>David P. Campbell Investments, Portfolio Management, Corporate Finance, Banking 804.241-6735; 804.254-3855 Dpcampbell95@yahoo.com</p>	<ul style="list-style-type: none"> • Securities Analysis • Equity research • Wealth Management • Financial Planning • Project Management 	<p>I am seeking to leverage my securities analysis background in a similar or portfolio management capacity. More broadly, I am open to any banking, credit analysis, or corporate finance opportunities. I have an MBA and am a Chartered Financial Analyst.</p>
<p>Dale M. Lawton Financial/Investments 804.749.4443; 804.241.0815 Dmlaw10@comcast.net</p>	<ul style="list-style-type: none"> • Financial Analysis • Sales Support & Training • Product Management 	<p>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.</p>
<p>Frank Martin Financial Services Credit Risk General Admin / Accounting 804-672-3925; 804-513-3743 fdmmsm@aol.com</p>	<ul style="list-style-type: none"> • Strong leader, talent developer, coach, mentor • Astute process designer and problem solver • Careful attention to details, do it right the first time • Positive communicator focused on goals • Strategic visionary who can deliver desired results 	<p>Financial Services operations and credit leader with significant experience in operation management, process design, accounting, project management, credit, and risk management. Strong in HR, administration, motivating teams, and developing organizations. Have built departments from ground up, and reengineered several. Good mediator, negotiator, and change manager, especially in mergers and consolidations. Communicate effectively and positively with all levels, internal and external, including auditors and examiners.</p>
<p>Andrew Moser Financial Analyst 804.447.0690; 804.245.7512 Moser4446@yahoo.com</p>	<ul style="list-style-type: none"> • Financial Analysis • Business Analysis • Management Accounting • Financial Reporting 	<p>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.</p>
<p>Ashby Price Finance/Investments 804.874.0107 ashby.price@gmail.com</p>	<ul style="list-style-type: none"> • Investment analysis • Relationship management • Due diligence • Risk management • Vendor management • Data analysis 	<p>Eight years in the investment industry. Strong business background with a successful track record. Team player with the ability to work with all levels of management.</p>
<p>Patricia Tudor Financial/Insurance 804.357.5490; 804.288.1060 ptudor@aol.com</p>	<ul style="list-style-type: none"> • Quality & Problem Resolution • Project Management & Marketing • Relationship Management 	<p>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.</p>

<p>W. Henry Winston Accounting/Finance 804.354.0846 Arcturus300@hotmail.com</p>	<ul style="list-style-type: none"> • Accounts Payable • Purchasing 	<p>My experience includes 8 years in accounts payable and logistics at Circuit City stores and 5 years in procurement and finance at a state agency.</p>
<h2 style="color: blue;">Graphics/Visual Art</h2>		
<p>Bruce Schneider Graphics/Visual Arts 770.823.3012 brandplan@verizon.net</p>	<ul style="list-style-type: none"> • Branding Development • Strategic Marketing & Creative • Fortune 500 Experience • Team Development 	<p>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.</p>
<h2 style="color: blue;">Healthcare</h2>		
<p>Rosemary Coley Healthcare 804.741.2260; 804.385.7469 Ro63co25@aol.com</p>	<ul style="list-style-type: none"> • Customer Service • Healthcare • Flexible Schedule/Worker 	<p>To obtain a fulltime clerical/administrative support position with will utilize my knowledge, skills and abilities.</p>
<p>Gene Maramble Healthcare 804.245.9144 gmeramble@hotmail.com</p>	<ul style="list-style-type: none"> • Defusing volatile situations in a safe manner • Counselor • Natural leader 	<p>I would like to be a CNA, surgical technician, transporter, and security guard on psych. ward or a Crisis intervention worker.</p> <p>I have a very diverse background. Twelve years in food production, six years crisis intervention case manager, and three years driving and managing for a moving company. I have a current CDL-B license. I would like to get back into the healthcare industry. I would love the opportunity to be trained/educated while earning a living.</p>
<p>Kathy Meramble Healthcare/Would like to receive training and new skills 804.245-9566 kcmeramble@hotmail.com</p>	<ul style="list-style-type: none"> • Managerial • Operations • Organization 	<p>Accomplished Retail Store Manager with the proven ability to successfully manage sales, marketing, operations, personnel, and merchandising at a big box level to include two new store openings. Proven record of training, developing and motivating sales personnel, as well as increasing awareness and revenue through innovative sales & marketing techniques.</p>
<h2 style="color: blue;">Human Resources</h2>		
<p>John M. Carter Human Resources 804.323.5009; 804.405.8053 jcarterva@comcast.net</p>	<ul style="list-style-type: none"> • Department Management • Mgmt./Performance Development • Employee Relations 	<p>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.</p>
<p>Howard Grove Human Resources 804.739.9018 hgg017@gmail.com</p>	<ul style="list-style-type: none"> • H.R. Generalist • Team Building & Efficiency • Project Management • Lean Six Sigma 	<p>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.</p>
<p>Sandra L. Hall Human Resources 804.285.1970;804.339.3656 Shall8314@juno.com</p>	<ul style="list-style-type: none"> • Recruitment • Employer/Labor Relations • Training • Benefits-401(k) Administrator • Salary Administrator • Policy Development 	<p>Experienced H.R. Manager with diverse background in all facets of HR and both corporate level and manufacturing environments.</p>
<p>Phillip L. Sisk Human Resources/Training 804.382.2889; 804.447.0175 plsisk@aol.com</p>	<ul style="list-style-type: none"> • Excellent Oral/Written Communications • Corporate Coach Certified • Managing/Developing Subordinates & Detail Oriented 	<p>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.</p>

Information Technology

Mark J. Bell Information Technology (Business Management, Healthcare, etc) 804.798.6649 mjbvohsc@netzero.net	<ul style="list-style-type: none">• Project Management• Process Improvement• Business Analysis• Consulting• Business Development• Management	Business-oriented IT project manager and consultant with 11 years' experience. Seeking management, project management, analyst, or business development position in Richmond. Strong healthcare, financial services, and government experience. B.S. from Hampden-Sydney College and an MBA from Vanderbilt University.
Valerie Blick Information Systems and management (i.e., Business Management, Healthcare, Information Tech, etc.) 245-4986 vblick@gmail.com	<ul style="list-style-type: none">• Project Management• Business Analysis• Process Definition and Audit• Service Definition and Installment• Writing (technically and commercially)• Solution investigation• Strong analytical skills• Team mediator• Strong communication skills	My background was in databases and analysis within both production and development environments. I have always "bridged the gap" in organizations between the IT/dev teams and the business owners. My progression into project management and business analysis with a strong client focus was a natural path for me and it is something I love doing.
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.

Legal

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.

Manufacturing/Production/Business Operations/Quality Control

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	I have skills including inspecting, palletizing, banding up pallets and making adjustments to correct defects in the printing packaging field. Other skills include shift supervision, maintaining product quality and store cleanliness. Other skills include cash control, bookkeeping, inventory, ordering and scheduling in the fast food business. I am looking for a position in production and manufacturing or restaurant mngmt.
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.

Religious Services

Qasarah "Q" Bey
Social Services, Religious Services, Business Admin
 (i.e., Business Management, Healthcare, Information Tech, etc.)
 757-621-7334
 Qbey7@yahoo.com

- Program Development
- Group Facilitation
- Program Management

SEEKING an opportunity to apply my education, experience and skills in creative and challenging ways. Adept at program and policy development, planning and program management. MDiv, MSW specializing in parent faith education, health and wellness, spiritual disciplines, counseling, and parenting.

Sales Professional/Marketing

Judith Bellows
Account Management, Financial Services & Counseling, Sales
 804.901.1799
 judybellows@comcast.net

- 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.

F. Stanley Black, Jr.
Sales/Customer Service & Business Development
 804.839.0637
 stan@be-seen.us

- Servant-driven, Solution Selling
- Builder of Loyal/Profitable Client Relationships
- Articulate, Thoughtful Communicator
- Proven, Consistent Results for Employer

Resourceful, creative and skilled in developing and closing loyal, profitable business relationships. Experienced in the financial, non-profit and product development fields. Highly open to exploring new areas of opportunity, particularly those that help people rebuild their lives and draw closer to God.

Susan Darden
Office Management/Sales CSrv
 804.789.0112
 peggysue47@gmail.com

- Self-starter & Multi-tasker
- Writer & Editor
- Manager & Project Coordinator

Seeking a position that will utilize my extensive marketing, customer service, sales and administration background.

Mark Duckworth
Sales Management / Sales (i.e., Business Management, Healthcare, Information Tech, etc.)
 804-334-7655
 mcduckw@verizon.net

- Analyzing/Strategic planning
- Tactics Implementation
- Hiring
- Training/Coaching
- Presentation skills
- Conducting meetings
- Mentoring

I have many years of Sales/Sales Management experience in the pharmaceutical industry. My most recent role was a Hospital Accounts Director where I directed all aspects of business within a 2-state district. My responsibilities included goal attainments, operating budget management, business analysis & tactic implementation, hiring, training, coaching, & the development of representatives. My objective is to obtain a position where my skills are needed.

Jim Gregory
Sales, Marketing, Customer Service Operations
 703-677-2100
 jlawgregory@gmail.com

- General Management
- Brand/Product Management
- Strategic Planning/Consulting
- Advertising & PR Management
- Business Process Improvement

Senior sales/marketing/operations executive with consistent, quantifiable success at managing brands, cost-effectively growing revenue and enterprise value across a wide range of industries and challenging circumstances.

Bruce Langhorn
Sales/Customer Service
 804.360.7858;
 bnlanghorn@aol.com

- Experienced sales professional
- Customer first oriented
- Trade Show Experience
- Quality Presentation & Communication Skills
- Event Planning & Sponsorships

Professional sales experience and skills ready for a new opportunity. Believes in working with customers to become a partner with them in obtaining their companies objectives. Open to any opportunities.

Deborah Newsome
Sales/Business Development
 804. 477-5686; 477-6524
 newdj@comcast.net

- Hunter
 - Coordinator
 - Customer Service
 - Building strong appropriate business relationships
 - Training and development of teams
- Establish and maintain customer satisfaction

More than 15 years of business experience; the majority in sales and sales training. Expertise includes the ability to develop strategic business relationships and develop/integrate managerial goals. Proficient in Microsoft Word and Excel.

David Pegram
Sales / Marketing
 804.651.0353
 strengthe2strength@juno.com

- Sales Leader by example
- Excellent people skills
- Dedicated, hardworking
- Operated nonprofit ministry
-

<p>Matt Spencer Marketing 804.381-8759 matt.spencer2@gmail.com</p>	<ul style="list-style-type: none"> • Excellent Communication Skills • Project Management • Client Relations • Data Analysis • Strategic marketing 	<p>Experienced Advertising, Marketing and Account Management professional with 4 years of experience in the marketing and advertising industry. Strong communication and interpersonal skills. Have worked with clients in various industries, including real estate, active adult, economic development and business-to-business.</p>
<p>Dan Spitzer Sales, Marketing & Business Development Professional 804.743.9512 danspitzer@hotmail.com</p>	<ul style="list-style-type: none"> • Account Management • Customized Presentations • Customer Service/Technical Support • Project Planning • Marketing Strategy 	<p>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.</p>
<p>Albert Stuart III Sales Professional 804.754.4204; 804.338.3849 alstuart3@gmail.com</p>	<ul style="list-style-type: none"> • Customer Service/Negotiator • Communication (oral, written) • Marketing • Problem Resolution/Analysis 	<p>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.</p>
<h2 style="color: blue;">Skilled Trades</h2>		
<p>Ernest Brown Jr. Skilled Trades 804.798.5882</p>	<ul style="list-style-type: none"> • MFG Management • Maintenance 	<p>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.</p>
<p>Marshall Weatherford Engineering/Skilled Trades 804.358.2190</p>	<ul style="list-style-type: none"> • Skilled at Carpentry • Surveyor 	<p>18 years of experience in carpentry and 19 years in surveying.</p>