



## TALENT IN TRANSITION – SEPTEMBER 2010

The persons listed here are members of the Career Transition Group sponsored by NEM. We suggest you contact these professionals directly regarding any employment leads or opportunities. For more information visit our website at [needleseye.org](http://needleseye.org) and click on Career Transition Group.

<b>Administration / Support</b>	<b>Human Resources</b>
<b>Customer Service</b>	<b>Information Technology</b>
<b>Construction and Related Fields</b>	<b>Supply Chain Management / Inventory / Transportation / Logistics</b>
<b>Education and Related Fields</b>	<b>Land Planning and Development / Urban Design</b>
<b>Engineering / Architecture / Interior Design</b>	<b>Manufacturing / Operations / Process Improvement / Quality</b>
<b>Environmental</b>	<b>Marketing / Communications, / Public Relations and Related Fields</b>
<b>Facilities Management</b>	<b>Ministry and Related Fields</b>
<b>Financial Services / Insurance / Accounting</b>	<b>Non-Profits / Social Services</b>
<b>General and Executive Management</b>	<b>Project Management</b>
<b>Graphic Design and Art</b>	<b>Sales / Business Development and Related Fields</b>
<b>Healthcare / Medical and Related Fields</b>	<b>Skilled Trades</b>
<b>Hospitality / Hotel / Food Service</b>	<b>Other Specialty Skills</b>

\* Indicates complete resume is on file and available upon request by emailing [hthornton@needleseye.org](mailto:hthornton@needleseye.org).

## Administration / Support

**Bassett, Nancy**  
**Accounting, Business Administration**  
 804.978.2229  
[nancykbassett@yahoo.com](mailto:nancykbassett@yahoo.com)  
 \*

- Successful negotiator
- Proven problem solver
- Analytical mind
- Bounty Hunter
- Multi-tasking

A customer service or operations position leveraging my strong customer relation, collections, fraud, investigation, and logistics experience

**Edmunds, Bill**  
**Administration**  
 804.221.1582  
[billedmunds@comcast.net](mailto:billedmunds@comcast.net)

- HR, Financial and Risk Management
- Strong people skills
- Excellent computer skills
- Public and private experience

Senior administrative leader with a proven track record of adding value to growing and progressive organizations. Over 25 years of experience in both public and private industries, including healthcare, defense and state / federal government.

**Keating, Lisa**  
**Recruiter/Staffing/Human Resources**  
 804.627.3275  
[lisaieankeating@gmail.com](mailto:lisaieankeating@gmail.com)  
 \*

- Organization skills
- Ability to work under high stress
- Planning and implementing
- Building strong relationships
- Developing and facilitating training
- Creative, resourceful problem solving.

To pursue a career as a dynamic full life cycle recruiting professional with a commitment to creative and ethical recruiting.

**Lee, Beverly**  
**Office Administrative**  
 804.346.5457  
[bev.lee@yahoo.com](mailto:bev.lee@yahoo.com)

- Attention to detail
- Good communication
- Multi-tasker
- Strong organizational skills
- Computer skills

21 years office experience with a company I loved. Seeking another company to love for 20 more years

**Neal, Marie P.**  
**Paralegal/Human Resources**  
 804.353.3008  
[mariepneal@aol.com](mailto:mariepneal@aol.com)  
 \*

- 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.

**Teel, Nina C.**  
**Administrative Support**  
 804.205.4139  
[Musiclover500@gmail.com](mailto:Musiclover500@gmail.com)  
 \*

- Customer Service
- Public Speaking
- Microsoft Office

Seeking a position within a company where I can put my customer service skills and other facets to work. I am flexible and willing to learn something new.

**Walker, John**  
**Business Administration**  
 804.639.0369; 804.245.1372  
[walkers4@gmail.com](mailto:walkers4@gmail.com)

- 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.

## Engineering / Architecture / Interior Design

**Matulin, Emmer V.**  
**Engineering**  
 714.398.4858  
[ematulin@yahoo.com](mailto:ematulin@yahoo.com)

- Production / Process Engineering
- Operation Management
- Computer Literate (MS Office)

Experienced in engineering and operations management at a large scale production facility. Past positions include responsibilities around manufacturing engineering, process engineering, production engineering, quality control and operations management. More than 10 years of supervisory and management experience in various types of businesses. Broad background in all aspects of operations management.

## Financial Services / Insurance / Accounting

<p><b>Campbell, David P.</b>  <b>Investments, Portfolio Management,  Corporate Finance, Banking</b>  804.241.6735; 804.254.3855  <a href="mailto:dpcampbell95@yahoo.com">dpcampbell95@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Securities Analysis</li> <li>• Equity research</li> <li>• Wealth Management</li> <li>• Financial Planning</li> <li>• Project Management</li> </ul>	<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><b>Carroll, Mark</b>  <b>Accounting</b>  804.537.5742  <a href="mailto:mcarroll67@comcast.net">mcarroll67@comcast.net</a></p>	<ul style="list-style-type: none"> <li>• Team Player</li> <li>• Reconciliations</li> <li>• Journal Entries</li> <li>• Accounting</li> <li>• Software Experience</li> <li>• Quick Learner</li> </ul>	<p>A professional accounting specialist with 14 years experience. Expertise in account reconciliation, researching data, writing procedures, and analyzing accounts to determine causes of variances</p>
<p><b>Fergusson, Kim</b>  <b>Accounting / Finance</b>  804.683.8278  <a href="mailto:kimfergusson@comcast.net">kimfergusson@comcast.net</a>  *</p>	<ul style="list-style-type: none"> <li>• CFO</li> <li>• Financial modeling &amp; Analysis</li> <li>• Debt &amp; Equity Capital</li> <li>• Systems Implementation</li> <li>• Problem Solver</li> </ul>	<p>CFO for a growth-oriented organization. Twenty years of business, strategic planning, systems analysis and finance. Real-estate, long-term senior care, healthcare, and petroleum marketing industries. Solving complex problems with cost effective solutions.</p>
<p><b>Flanary, Frank</b>  <b>Accounting</b>  804.514.7557  <a href="mailto:frank.flanary@verizon.net">frank.flanary@verizon.net</a>  *</p>	<ul style="list-style-type: none"> <li>• CFO / CPA</li> <li>• Maintained financial statements</li> <li>• Prepared regulatory reports</li> <li>• Implemented health &amp; retirement benefits</li> <li>• Installed &amp; revamped accounting systems</li> <li>• Coordinated information for outside auditors</li> <li>• Managed accounting department</li> </ul>	<p>CPA with extensive financial management experience with both small businesses and accounting firms. Experience includes positions with a securities broker / dealer and a money management firm. Served as Treasurer and Board member on several not-for-profits. Looking for a CFO / controller position with either a company or NFP where I can utilize my accounting and management skills.</p>
<p><b>Lawton, Dale M.</b>  <b>Financial/Investments</b>  804.749.4443; 804.241.0815  <a href="mailto:dmlaw10@comcast.net">dmlaw10@comcast.net</a></p>	<ul style="list-style-type: none"> <li>• Financial Analysis</li> <li>• Sales Support &amp; Training</li> <li>• Product Management</li> </ul>	<p>Experienced financial professional looking to utilize my knowledge and skills in the financial services industry in a customer service, sales support or product management environment.</p>
<p><b>Moser, Andrew</b>  <b>Financial Analyst</b>  804.447.0690; 804.245.7512  <a href="mailto:moser4446@yahoo.com">moser4446@yahoo.com</a>  *</p>	<ul style="list-style-type: none"> <li>• Financial Analysis</li> <li>• Business Analysis</li> <li>• Management Accounting</li> <li>• Financial Reporting</li> </ul>	<p>7 years experience in business &amp; 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><b>Sandberg, Laura H.</b>  <b>Finance / Accounting Entry Level  (Fundraising)</b>  804.741.0461  <a href="mailto:amberlhs@aol.com">amberlhs@aol.com</a>  *</p>	<ul style="list-style-type: none"> <li>• Computers (Basics)</li> <li>• Languages (German, Dutch, and French)</li> </ul>	<p>It is my hope to find employment being given the opportunity to utilize my skills to help others.</p>
<p><b>Sundlun, Peter</b>  <b>Management / Operations</b>  804.513.5844  <a href="mailto:petersundlun@gmail.com">petersundlun@gmail.com</a>  *</p>	<ul style="list-style-type: none"> <li>• Proven Problem Solver</li> <li>• Accomplished flight crew leader</li> <li>• Expertise in task management</li> <li>• Diversified background</li> </ul>	<p>Experienced professional with expertise in task management, operations, and problem solving. I have a diversified background with nineteen years experience in aviation and ten years in 18th and 19th century art and antiques. I am looking to transfer my skills and experiences into insurance claims adjusting for either homeowners/personal property or aviation.</p>

<p><b>Thornton, Thomas</b> Accounting / Financial Reporting 804.241.3733 <a href="mailto:tthorn0353@aol.com">tthorn0353@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Problem solving</li> <li>• Team player</li> <li>• Financial reporting</li> <li>• General ledger experience</li> </ul>	<p>I have extensive experience in accounting and financial reporting at both the board of directors and securities and exchange commissions levels. My objective is to obtain an accounting manager / financial reporting manager position.</p>
<p><b>Winston, W. Henry</b> Accounting/Finance 804.354.0846 <a href="mailto:arcturus300@hotmail.com">arcturus300@hotmail.com</a></p>	<ul style="list-style-type: none"> <li>• Accounts Payable</li> <li>• Purchasing</li> </ul>	<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: #4F81BD;">General and Executive Management</h2>		
<p><b>Bunnell, Lawrence</b> Strategic Management 804.497.9715 <a href="mailto:email@lawrencebunnell.com">email@lawrencebunnell.com</a> *</p>	<ul style="list-style-type: none"> <li>• Strategic / tactical planning</li> <li>• Internet marketing</li> <li>• Web development</li> <li>• Business development</li> <li>• Online real estate</li> <li>• Real estate brokerage</li> </ul>	<p>A proven visionary and strategic leader who translates business strategies into maximum profit commensurate with best interests of customers, employees and other public.</p>
<p><b>Gregory, Jim</b> Operations 703.677.2100 <a href="mailto:jlwgregory@gmail.com">jlwgregory@gmail.com</a> *</p>	<ul style="list-style-type: none"> <li>• General Management</li> <li>• Brand / Product Management</li> <li>• Strategic Planning / Consulting</li> <li>• Advertising &amp; PR Management</li> <li>• Business Process Improvement</li> </ul>	<p>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.</p>
<p><b>Hanson, Doug</b> Management 804.310.7958 <a href="mailto:Douglas.hanson@mac.com">Douglas.hanson@mac.com</a> *</p>	<ul style="list-style-type: none"> <li>• Leadership</li> <li>• Change Management</li> <li>• Project/Program Management</li> <li>• Process Improvement</li> </ul>	<p>More than 15 years of successful leadership, planning and management experience in highly dynamic environments. Directly managed critical programs of national scope. Proven record of building successful teams and collaborative business relationships.</p>
<p><b>Hatfield, Norman</b> Management 804.615.7732 <a href="mailto:Nlhatfield1@aol.com">Nlhatfield1@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Leadership skills</li> <li>• Creative problem solving</li> <li>• Perceptive &amp; Innovative</li> <li>• Zest for people</li> <li>• Acts quickly / decisively</li> <li>• See big picture</li> </ul>	<p>Results driven to provide leadership and people / program development for mutual respect and successes for creative and innovative problem solving. Big picture thinker, self-starter, good listener, service-oriented and considered a change agent...looks for faster and better ways to get things accomplished. Was in the medical device industry for over twenty years as an Independent Contractor and Area Vice president. Seeking leadership and developmental opportunities supporting the organization and the (zest for) people and things around me.</p>
<p><b>Hartman, Robert A.</b> Business Management 804.651.8155 <a href="mailto:adrenpower@comcast.net">adrenpower@comcast.net</a> *</p>	<ul style="list-style-type: none"> <li>• Operations Management</li> <li>• Process Quality Improvement</li> <li>• Budgets</li> </ul>	<p>Management Generalist with demonstrated problem solving achievement in: process quality improvement, systems training, change management, and "turn-around" situations utilizing a Kaizen philosophy of continuous improvement and best practices leadership.</p>
<p><b>Smith, Michael C.</b> Executive Leadership 804.677.3447;804.359.3776 <a href="mailto:vinoevita@verizon.net">vinoevita@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Leadership</li> <li>• Team Building</li> <li>• Strategic Planning</li> <li>• Strategic Marketing</li> <li>• Driving Growth</li> <li>• Acquisitions &amp; Integration</li> </ul>	<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>

<p>Stevens, Claude Organizational Development 804.334.3346 <a href="mailto:cxstevens@comcast.net">cxstevens@comcast.net</a></p>	<ul style="list-style-type: none"> <li>• Process Improvement</li> <li>• Strategic Planning</li> <li>• Presentation / Communication</li> <li>• Training / Teaching</li> </ul>	<p>Flexible, results oriented professional with solid record of accomplishment in organizational development and operational management. Strong analytical, strategic planning, process improvement, problem solving, and communication skills.</p>
<p>Templeton, Craig Executive Leadership 804.310.0026 <a href="mailto:craigdtempleton@gmail.com">craigdtempleton@gmail.com</a></p>	<ul style="list-style-type: none"> <li>• Proven risk management / crisis management communications.</li> <li>• Facilitator</li> <li>• Strategic planner, organizational alignment &amp; execution.</li> <li>• Award winning</li> </ul>	<p>Seeking a leadership role where there is unrealized potential for growth, profitability and maximizing human potential, and a culture where making work rewarding and fun for employees is valued. Drives growth and fiscal performance with record in both commercial and non-profit fields.</p>
<h2 style="text-align: center;">Graphic Design and Art</h2>		
<p>Crane, Elliot Design Copywriting, Photography 804.787.0602 <a href="mailto:cranege@hotmail.com">cranege@hotmail.com</a> *</p>	<ul style="list-style-type: none"> <li>• Logo and Direct Mailer development</li> <li>• Adobe Creative Suite Knowledge</li> <li>• Event Photography</li> <li>• Copywriting</li> </ul>	<p>Through design, copywriting, and photography, I want to be a part of helping position organizations in the marketplace so that they are most accurately seen by potential clients.</p>
<p>Martin, Cynthia Graphic/Visual Communication Design 804.439.3852 <a href="mailto:cindyross2@aol.com">cindyross2@aol.com</a> *</p>	<ul style="list-style-type: none"> <li>• Creative Idea Generation</li> <li>• Graphic, Illustration Design</li> <li>• Creative Layout &amp; Typography</li> </ul>	<p>Use creative design &amp; problem solving skills to create visual print and web marketing to help businesses grow.</p>
<p>Schneider, Bruce Graphics/Visual Arts 770.823.3012 <a href="mailto:brandplan@verizon.net">brandplan@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Branding Development</li> <li>• Strategic Marketing &amp; Creative</li> <li>• Fortune 500 Experience</li> <li>• Team Development</li> </ul>	<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>
<p>Wright, Tom Graphics / Visual Art 804.740.2885 <a href="mailto:videosolutions@verizon.net">videosolutions@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Creative Visuals</li> <li>• Video Production</li> <li>• Training films</li> <li>• Corporate events</li> <li>• Graphic design</li> </ul>	<p>Effectively communicate your message to a wider audience through video presentations. Seminars, training sessions and documentaries</p>
<h2 style="text-align: center;">Healthcare / Medical and Related Fields</h2>		
<p>Lee, Beverly Office Administrative 804.346.5457 <a href="mailto:bev:lee@yahoo.com">bev:lee@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Attention to detail</li> <li>• Good communication</li> <li>• Multi-tasker</li> <li>• Strong organizational skills</li> <li>• Computer skills</li> </ul>	<p>21 years office experience with a company I loved. Seeking another company to love for 20 more years</p>
<h2 style="text-align: center;">Human Resources</h2>		
<p>Edmunds, Bill Administration 804.221.1582 <a href="mailto:billedmunds@comcast.net">billedmunds@comcast.net</a></p>	<ul style="list-style-type: none"> <li>• HR, Financial and Risk Management</li> <li>• Strong people skills</li> <li>• Excellent computer skills</li> <li>• Public and private experience</li> </ul>	<p>Senior administrative leader with a proven track record of adding value to growing and progressive organizations. Over 25 years of experience in both public and private industries, including healthcare, defense and state / federal government.</p>

<p>Hall, Sandra L., SPHR Human Resources 804.285.1970;804.339.3656 <a href="mailto:shall8314@juno.com">shall8314@juno.com</a> *</p>	<ul style="list-style-type: none"> <li>• Recruitment</li> <li>• Employer/Labor Relations</li> <li>• Training</li> <li>• Benefits-401(k) Administrator</li> <li>• Salary Administrator</li> <li>• Policy Development</li> </ul>	<p>Experienced H.R. Manager with diverse background in all facets of HR and both corporate level and manufacturing environments.</p>
<p>Neal, Marie P. Paralegal/Human Resources 804.353.3008 <a href="mailto:mariepneal@aol.com">mariepneal@aol.com</a> *</p>	<ul style="list-style-type: none"> <li>• Analysis/Administration</li> <li>• Communication</li> <li>• Customer Service</li> </ul>	<p>I excel in distilling &amp; presenting complex information for decision making and have extensive experience communicating with clients and employees at all corporate levels. Certified paralegal.</p>
<p>Vallandingham, Dan Human Resources 804.363.4567 <a href="mailto:danvalland@verizon.net">danvalland@verizon.net</a> *</p>	<ul style="list-style-type: none"> <li>• Recruiting</li> <li>• Training &amp; Development</li> <li>• Regional Manager</li> <li>• Excellent Microsoft Skills</li> </ul>	<p>Proactive, results oriented sales and marketing professional with 20 years experience in sales and management in the consumer packaged goods industry. Extensive background in recruiting and training new hires in the classroom and on the job. I am seeking a part-time position in Human Resources.</p>
<h2 style="color: #4F81BD;">Information Technology</h2>		
<p>Bell, Mark J. Information Technology 804.798.6649 <a href="mailto:mjbvohsc@netzero.net">mjbvohsc@netzero.net</a> *</p>	<ul style="list-style-type: none"> <li>• Project Management</li> <li>• Process Improvement</li> <li>• Business Analysis</li> <li>• Consulting</li> <li>• Business Development</li> <li>• Management</li> </ul>	<p>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.</p>
<p>Blick, Valerie Information Systems and management 804.245.4986 <a href="mailto:yblick@gmail.com">yblick@gmail.com</a> *</p>	<ul style="list-style-type: none"> <li>• Project Management</li> <li>• Business Analysis</li> <li>• Process Definition and Audit</li> <li>• Service Definition and Installment</li> <li>• Writing (technical and commercial)</li> <li>• Solution investigation</li> <li>• Strong analytical skills</li> <li>• Team mediator</li> <li>• Communication</li> </ul>	<p>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.</p>
<h2 style="color: #4F81BD;">Manufacturing / Operations / Process Improvement / Quality</h2>		
<p>Cole, Michael D. Production/Printing/Packaging 804.748.5815; 804.382.0225 <a href="mailto:mrwahoo53@yahoo.com">mrwahoo53@yahoo.com</a> *</p>	<ul style="list-style-type: none"> <li>• Quality end production assurance</li> <li>• Inspecting boxes for defects</li> <li>• Packaging expert</li> <li>• Palletizer</li> </ul>	<p>Inspecting, palletizing, banding up pallets and making adjustments to correct defects in the printing packaging field, 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 management.</p>
<p>Green, Gerard Manufacturing / Production / Business Operations / Quality Control 804.564.6758 <a href="mailto:ggrecord2002@yahoo.com">ggrecord2002@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Hard driven worker</li> </ul>	<p>UPS Worldship, FEDEX, DHL Computer Background</p>

<p><b>Jaszewski, Paul V.</b>  <b>Warehouse Operations Management</b>  804.304.6081  <a href="mailto:pauljasz@gmail.com">pauljasz@gmail.com</a></p>	<ul style="list-style-type: none"> <li>• Operations Management</li> <li>• Inventory Control</li> <li>• Project Management</li> <li>• Facilities and Materials</li> </ul>	<p>Motivated, accomplished warehouse manager with distribution background and proven record of start-up and team-building. Skilled at managing large or small operations with highly developed coaching skills. Innovative and effective communicator while supervising and creating cost-saving workflow and computer enhancements.</p>
<p><b>Sundlun, Peter</b>  <b>Operations / Management</b>  804.513.5844  <a href="mailto:petersundlun@gmail.com">petersundlun@gmail.com</a></p>	<ul style="list-style-type: none"> <li>• Proven Problem Solver</li> <li>• Accomplished flight crew leader</li> <li>• Expertise in task management</li> <li>• Diversified background</li> </ul>	<p>Experienced professional with expertise in task management, operations, and problem solving. I have a diversified background with nineteen years experience in aviation and ten years in 18th and 19th century art and antiques. I am looking to transfer my skills and experiences into insurance claims adjusting for either homeowners/personal property or aviation.</p>
<h2 style="color: #4F81BD;">Marketing / Communications, / Public Relations and Related Fields</h2>		
<p><b>Martin, Cynthia</b>  <b>Graphic/Visual Communication Design</b>  804.439.3852  <a href="mailto:cindyross2@aol.com">cindyross2@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Creative Idea Generation</li> <li>• Graphic, Illustration Design</li> <li>• Creative Layout &amp; Typography</li> </ul>	<p>Use creative design &amp; problem solving skills to create visual print and web marketing to help businesses grow.</p>
<h2 style="color: #4F81BD;">Non Profits / Social Services</h2>		
<p><b>Ruszczuk, Lorraine (Lori)</b>  <b>Non Profits / Social Services</b>  804.323.3493  <a href="mailto:laruszczuk@alumni.jmu.edu">laruszczuk@alumni.jmu.edu</a></p>	<ul style="list-style-type: none"> <li>• Strong work ethic</li> <li>• Excellent communication skills</li> <li>• Keen attention to detail</li> <li>• Customer and referral services</li> </ul>	<p>An opportunity to work as a family advocate in an educational or community organization that requires strong counseling, referral, and communication skills that will improve the well-being of families.</p>
<p><b>Smith, Chris</b>  <b>Sales / Sales Management</b>  804.513.1337  <a href="mailto:Chriscsmith1@verizon.net">Chriscsmith1@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Sales &amp; Prospecting</li> <li>• Strategic Planning</li> <li>• Motivator &amp; Leader</li> <li>• P &amp; L Management</li> <li>• Budget Administration</li> </ul>	<p>Results – driven senior executive with extensive experience in sales, management, marketing, and leadership. Key strengths include ability to motivate &amp; lead, produce results in a competitive marketplace, dependability, passion, and commitment.</p>
<h2 style="color: #4F81BD;">Sales / Business Development and Related Fields</h2>		
<p><b>Aderholdt, Nannette J.</b>  <b>Business Management</b>  804.647.6430  <a href="mailto:nannettejoy@aol.com">nannettejoy@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Strong Leader</li> <li>• Management</li> <li>• Human Resources</li> <li>• Computer Skills</li> <li>• P &amp; L Accountability</li> <li>• Financial Acumen</li> </ul>	<p>I am seeking a position where I can apply my extensive experience in customer service, people and task management. I am known as one who gets the job done through clear objectives and achieves revenue and profit objectives. I communicate well and am tenacious and hard working.</p>
<p><b>Black, Jr., Stanley F.</b>  <b>Sales/Customer Service &amp; Business Development</b>  804.839.0637  <a href="mailto:stan@be-seen.us">stan@be-seen.us</a></p>	<ul style="list-style-type: none"> <li>• Servant-driven, Solution Selling</li> <li>• Builder of Loyal / Profitable Client Relationships</li> <li>• Articulate, Thoughtful Communicator</li> <li>• Proven, Consistent Results for Employer</li> </ul>	<p>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.</p>
<p><b>Bunnell, Lawrence</b>  804.497.9715  <a href="mailto:email@lawrencebunnell.com">email@lawrencebunnell.com</a></p>	<ul style="list-style-type: none"> <li>• Strategic / tactical planning</li> <li>• Internet marketing</li> <li>• Web development</li> <li>• Business development</li> <li>• Real estate brokerage</li> </ul>	<p>A proven visionary and strategic leader who translates business strategies into maximum profit commensurate with best interests of customers, employees and other public.</p>

<p><b>Gallagher, Lindsay</b>  <b>Business Mgmt./Hospitality Industry</b>  804.598-2294; 804.400-9551  <a href="mailto:lindgall@verizon.net">lindgall@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Project/Event Management</li> <li>• Sales Management</li> <li>• Fortune 500 account expertise</li> <li>• Detail oriented</li> <li>• Writing/editing</li> <li>• Problem resolution</li> </ul>	<p>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.</p>
<p><b>Green, Gerard</b>  <b>Business Management, Healthcare, Information Tech</b>  <a href="mailto:gqrecord2002@yahoo.com">gqrecord2002@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Team Player</li> <li>• Organized</li> <li>• Good Communication Skills</li> <li>• Experienced Worker</li> </ul>	<p>Demonstrated ability to learn quickly, be cooperative, and handle multiple tasks. Maintain positive relationships with supervisors and staff, self-motivated with strong organizational, planning, and leadership skills.</p>
<p><b>Gregory, Jim</b>  <b>Sales, Marketing, Customer Service Operations</b>  703.677.2100  <a href="mailto:jlwgregory@gmail.com">jlwgregory@gmail.com</a>  *</p>	<ul style="list-style-type: none"> <li>• General Management</li> <li>• Brand/Product Management</li> <li>• Strategic Planning / Consulting</li> <li>• Advertising &amp; PR Management</li> <li>• Business Process Improvement</li> </ul>	<p>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.</p>
<p><b>Hatfield, Norman</b>  <b>Management</b>  804.615.7732  <a href="mailto:Nlhatfield1@aol.com">Nlhatfield1@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Leadership skills</li> <li>• Creative problem solving</li> <li>• Perceptive &amp; Innovative</li> <li>• Zest for people</li> <li>• Acts quickly / decisively</li> <li>• See big picture</li> </ul>	<p>Results driven to provide leadership and people / program development for mutual respect and successes for creative and innovative problem solving. Big picture thinker, self-starter, good listener, service-oriented and considered a change agent...looks for faster and better ways to get things accomplished. Was in the medical device industry for over twenty years as an Independent Contractor and Area Vice president. Seeking leadership and developmental opportunities supporting the organization and the (zest for) people and things around me.</p>
<p><b>Nock, Robert Lee</b>  <b>Emergency Preparedness and Response; Operations Management</b>  703.927.8319  <a href="mailto:robertn21@verizon.net">robertn21@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Risk/Vulnerability Assessment</li> <li>• Operations/Project Management</li> <li>• Microsoft Office</li> <li>• Audio engineering</li> <li>• Emergency Preparedness</li> <li>• Analysis / Planning</li> </ul>	<p>Objective: to obtain a position in homeland security and emergency preparedness in a local, state, federal or commercial organization that is compatible with my training in Emergency Preparedness and Response and utilize my extensive management experience.</p>
<p><b>Owens, Lee</b>  <b>Leadership/Management</b>  804.833.1563  <a href="mailto:cga74@verizon.net">cga74@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Strategic</li> <li>• Adaptability</li> <li>• Ideation</li> <li>• WOO</li> <li>• Responsibility</li> </ul>	<p>Manager of people, machinery, materials, time, and money, with experience in transportation, law enforcement, search and rescue, logistics, planning, and volunteer operations, with demonstrated success in conception, creation, testing, deployment, and support of specialized applications.</p>
<p><b>Peed, Ramel</b>  <b>Sales</b>  804.665.3171  <a href="mailto:godslavefree@yahoo.com">godslavefree@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Customer service</li> <li>• Inventory control</li> </ul>	<p>Looking for a job in retail sales where I can use my customer service experience to increase the bottom line. Experienced cashier and inventory control clerk.</p>
<p><b>Sanchez, Jeff</b>  <b>Sales Professional</b>  704.451.0531  <a href="mailto:lomadinc@yahoo.com">lomadinc@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• Territory Management</li> <li>• Creative</li> <li>• Closer</li> <li>• C-Level</li> <li>• Problem Solver</li> <li>• Global Thinker</li> </ul>	<p>Experienced in selling to varied buyers from mom and pop to C-level. Brand marketing professional. Supplier and distributor side experience. Skilled presenter. Multi-state territory management.</p>

<p><b>Simmons, Tracy</b>  <b>Healthcare Management</b>  918.230.2353  <a href="mailto:simmons241@verizon.net">simmons241@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Leadership</li> <li>• Strategic planning</li> <li>• Budgeting</li> <li>• Skill development</li> <li>• Data analysis</li> <li>• Sales growth</li> </ul>	<p>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.</p>
<p><b>Smith, Chris</b>  <b>Sales / Sales Management</b>  804.513.1337  <a href="mailto:Chriscmith1@verizon.net">Chriscmith1@verizon.net</a></p>	<ul style="list-style-type: none"> <li>• Sales &amp; Prospecting</li> <li>• Strategic Planning</li> <li>• Motivator &amp; Leader</li> <li>• P &amp; L Management</li> <li>• Budget Administration</li> </ul>	<p>Results – driven senior executive with extensive experience in sales, management, marketing, and leadership. Key strengths include ability to motivate &amp; lead, produce results in a competitive marketplace, dependability, passion, and commitment.</p>
<p><b>Spencer, Matt</b>  <b>Marketing</b>  804.381.8759  <a href="mailto:matt.spencer2@gmail.com">matt.spencer2@gmail.com</a></p>	<ul style="list-style-type: none"> <li>• Excellent Communication Skills</li> <li>• Project Management</li> <li>• Client Relations</li> <li>• Data Analysis</li> <li>• Strategic marketing</li> </ul>	<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><b>Spitzer, Dan</b>  <b>Sales, Marketing &amp; Business Development Professional</b>  804.743.9512  <a href="mailto:danspitzer@hotmail.com">danspitzer@hotmail.com</a></p>	<ul style="list-style-type: none"> <li>• Account Management</li> <li>• Customized Presentations</li> <li>• Customer Service/Technical Support</li> <li>• Project Planning</li> <li>• Marketing Strategy</li> </ul>	<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><b>Woods, Pete</b>  <b>Business Management</b>  804.615.1995  <a href="mailto:peterwoods@yahoo.com">peterwoods@yahoo.com</a></p>	<ul style="list-style-type: none"> <li>• VB.NET</li> <li>• C#.NET</li> <li>• SQL</li> <li>• FoxPro</li> </ul>	<p>I am an IT professional with over 16 years experience. Programming skills include .NET, SQL, and Visual FoxPro. I was involved in development in all levels of a 3-tier architecture</p>
<h2>Skilled Trades</h2>		
<p><b>Brown Jr., Ernest</b>  <b>Skilled Trades</b>  804.798.5882</p>	<ul style="list-style-type: none"> <li>• MFG Management</li> <li>• Maintenance</li> </ul>	<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><b>Weatherford, Marshall</b>  <b>Engineering/Skilled Trades</b>  804.358.2190  <a href="mailto:cookekimber@aol.com">cookekimber@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Skilled at Carpentry</li> <li>• Surveyor</li> </ul>	<p>18 years of experience in carpentry and 19 years in surveying.</p>
<p><b>Martin, Cynthia</b>  <b>Graphic/Visual Communication Design</b>  804.439.3852  <a href="mailto:cindyross2@aol.com">cindyross2@aol.com</a></p>	<ul style="list-style-type: none"> <li>• Creative Idea Generation</li> <li>• Graphic, Illustration Design</li> <li>• Creative Layout &amp; Typography</li> </ul>	<p>Use creative design &amp; problem solving skills to create visual print and web marketing to help businesses grow.</p>

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