

Profile

Which Boards would you like to apply for?

WakeMed Hospital Board of Directors: Submitted

Please select your first Board preference: *

WakeMed Hospital Board of Directors

Please select your second Board preference: *

WakeMed Hospital Board of Directors

Please select your third Board preference: *

WakeMed Hospital Board of Directors

Please select your fourth Board preference: *

WakeMed Hospital Board of Directors

Please select your fifth Board preference: *

WakeMed Hospital Board of Directors

Please select your sixth Board preference: *

WakeMed Hospital Board of Directors

Margaret

First Name

F

Middle Initial

Bratton

Last Name

2730 Lakeview Drive

Street Address

Suite or Apt

Raleigh

City

NC

State

27609

Postal Code

What district do you live in?

District 7

Home: (919) 610-1795

Primary Phone

Home: (919) 610-1795

Alternate Phone

margarefbratton@gmail.com

Email Address

Employer

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I am currently on the WakeMed Foundation Board serving on both the Development Committee and on The Grants and Skills Scholarship Committee. I have interviewed nurses and technicians and worked with the doctors that are on the Foundation Board and am continually moved by the desire and commitment of the WakeMed employees to make WakeMed nationally a top hospital. I would like the opportunity to serve on the WakeMed Hospital Board so that I can be a liason between the Foundation Board and the Hospital Board. Currently there is not someone serving in this capacity.

Work Experience

Paralegal with Young, Moore, Henderson and Alvis Development Chair for Christ Church, Raleigh

Volunteer Experience

1999-2002 Vestry of Christ Church 2002 - Senior Warden 2010 - 2012 Vestry of Christ Church 2012 - Senior Warden 2013 -2016 - Chaired the Planning Committee for a \$11M Capital Campaign and chaired the Campaign 2016-2017 - Served on the Building Committee charged with renovating and adding new space to Christ Church 2014 - present - Finance Committee of Christ Church 2017-2019 - Tutor at Hope Charter Elementary 2019 - Working with Lutheran Services Carolinas helping integrate a nine person refugee family from the Democratic Republic of the Congo. Serving as point of contact for school age children

Education

1975 - 1979 - University of Norh Carolina, Chapel Hill

Comments

Upload a Resume

[bio_MFB.pages](#)

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics

[REDACTED]
Date of Birth

Gender *

Female

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

Other

If you selected "Other" above, how?

CEO, Don Gintzig and Chair Brenda Gibson asked me to apply

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

By submitting this electronic application, if appointed, I pledge by my signature below that I have read and will comply with the ethics guidelines for advisory boards and commissions as adopted by the Wake County Board of Commissioners which are found at the link below.

<http://www.wakegov.com/commissions/Documents/CodeofEthics.pdf>

Profile

Which Boards would you like to apply for?

Capital Area Workforce Development Board: Submitted
City of Raleigh Planning Commission: Submitted
Library Commission: Appointed
Raleigh-Durham Airport Authority: Submitted
Wake Technical Community College Board of Trustees: Submitted
WakeMed Hospital Board of Directors: Submitted
GoTriangle Transit Citizen Advisory Committee: Submitted

Please select your first Board preference: *

Library Commission

Please select your second Board preference: *

WakeMed Hospital Board of Directors

Please select your third Board preference: *

Raleigh-Durham Airport Authority

Please select your fourth Board preference: *

City of Raleigh Planning Commission

Please select your fifth Board preference: *

Triangle Transit Authority Board

Please select your sixth Board preference: *

Capital Area Workforce Development Board

Atul _____ Goyal _____
First Name Middle Initial Last Name

4713 White Chapel Way _____
Street Address Suite or Apt

Raleigh _____ NC 27615
City State Postal Code

What district do you live in?

District 6

Home: (919) 803-9184 _____ Home: (919) 803-9184 _____
Primary Phone Alternate Phone

atulmoni@gmail.com

Email Address

Magnetar LLC

Employer

CEO

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I have been living in Wake County for last 10 year and will like to contribute towards better serving the society. I have been library commission member in 2010 and 2011. My Wife has served Womens Commission for 5 years. I have children who use library extensively hence wanted to give back to the community.

Work Experience

Atul Goyal has extensive experience in leading Six Sigma projects~ product management~ program management~ quality and engineering. Over his 19 year career~ he has worked for several fortune 50 companies in US and India including Hughes~ Siemens~ Mo...

Volunteer Experience

Atul has volunteer experience from his college years in India where he educated house maid's kids and other struggling k12 students. In Wake Country~ he has taken part in activities for like Jordan lake cleaning in wake county~ and has served in the W...

Education

Atul graduated from University of Delhi with a BTech in Computer Engineering. He also holds an MBA from Northwestern University~ Evanston~ IL. He is a certified PMP from Project Management Institute~ Six Sigma Master Black Belt

Comments

I am deeply interested in health and well being of our community and in shaping the future direction of our government through active contribution of my time and skills. I want to make our county and state the best place to live~ work and raise family.

[1973 Atul Goyal - Biography - v2.pdf](#)

Upload a Resume

If you have another document you would like to attach
to your application, you may upload it below:

Please upload a file

Demographics



Date of Birth

Gender *

Male

Ethnicity *

Asian

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

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Atul Goyal

Atul Goyal has extensive experience in product management, new product introduction, program management, quality and engineering.

Over his 19 year career, he has worked for several fortune 50 companies in US and India including Hughes, Siemens, Motorola, Wal-Mart, Pfizer and Zoetis as lead engineer, Program manager, Internal Consultant, Engineering Director, Lean Six Sigma Black Belt and Master Black Belt Consultant.



As a Program manager in Motorola, he was responsible for setting up a front end planning team for developing next generation mobile phones including demand-supply optimization, 36 month roadmaps, Software Bill-of-Material, feature content. In this role, he reduced Time-To-Market for next generation phone from 24 months to 20months.

Atul was instrumental in creating communication effectiveness program at Sams Club unit of Wal-Mart and streamlined the head-office/store communication. He used advanced analytics to measure effectiveness of actions for regulation/policy compliance, store setup, merchandise display and visibility.

Atul's Six Sigma career started with Motorola where he earned his Green Belt, Black Belt and Master Black Belt certifications. He led multiple Continuous Improvement projects which reduced Motorola warranty liability to the tune of \$30M/year and increased New Product Introduction velocity.

He coached many Green Belt and Black Belt projects and was recognized as the Master Trainer within Motorola Continuous Improvement community.

Education

Atul graduated from University of Delhi with a BTech in Computer Engineering.

He also holds an MBA from Northwestern University, Evanston, IL
He is a certified PMP from Project Management Institute
Six Sigma Master Black Belt, Motorola

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Please select your third Board preference: *

WakeMed Hospital Board of Directors

Please select your fourth Board preference: *

WakeMed Hospital Board of Directors

Please select your fifth Board preference: *

WakeMed Hospital Board of Directors

Please select your sixth Board preference: *

WakeMed Hospital Board of Directors

Jane
First Name

H
Middle Initial

McCaleb
Last Name

5509 Orchid Hill Dr
Street Address

Suite or Apt

Raleigh
City

NC
State

27613
Postal Code

What district do you live in?

District 7

Mobile: (252) 578-4000
Primary Phone

Business: (919) 972-6958
Alternate Phone

sableorchid711@gmail.com
Email Address

self employed
Employer

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

Interests & Experiences

Why are you interested in serving on a Board or Commission?

Having retired as a family physician in a rural area after 35 years, I feel I have the knowledge and experience to help with the challenges facing Wake Med in its transition with the new Medicaid model. I remain interested in serving under-insured patients as well as the uninsured. I have some experience with board duties and responsibilities.

Work Experience

35 years with Rural Health Group, a multi-specialty group in 5 counties in northeastern NC. I have expertise in issues such as neonatal mortality, geriatric services, opiate use and delivery of care to poor and under-served populations. I also have taught and continue to teach clinicians from medical school to practicing physicians. I was on staff at Halifax Regional Medical Center for 25 years and was head of Utilization Review and Quality Assurance for 7 years each. My particular interest is in systems improvement and team building.

Volunteer Experience

I was on the Northampton County Board of Commissioners from June 1991 to December 1992. Board of Directors of North Carolina Foundation for Advance Health Practices; October 2006 to October 2010. Currently volunteering with Area L AHEC to assist implementation with Duke Endowment Grant on opiate prescribing and am on steering committee overseeing the grant.

Education

Harvard University, BS 1971. University of Missouri, MD, 1976. University of Arizona, residency in FP, 1979

Comments

[Jane_MCCALEB_resume.docx](#)

Upload a Resume

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Please upload a file

Demographics

[REDACTED]
Date of Birth

Gender *

Female

Ethnicity *

Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

Other

If you selected "Other" above, how?

County Commissioner, Vicky Adamson

Please upload a file

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Family physician with 40 years of experience in health care delivery in rural, underserved populations. Has extensive experience in infant mortality, geriatric issues and opiate use disorder. Good understanding of systems improvement and quality measures.

CONTACT

5509 Orchid Hill Drive
Raleigh, NC 27613

PHONE:
252-578-4000

EMAIL:
Sableorchid711@gmail.com
jane.mccaleb@arealahec.org

JANE MCCALED

Family Physician

EDUCATION

Harvard University
August 1967 - May 1971; Cum laude, BS in psychology

University of Missouri
July 1972-May 1976; Cum Laude, Medical Degree
Member of Alpha Omega
Award for Family Practice and American Women's Association

University of Arizona
July 1976 - July 1979
Residency in Family Practice

WORK EXPERIENCE

National Health Service Corps, staff physician
August 1979 to October 1987
Assigned to clinic in Jackson NC to fulfill 2 year loan repayment,. Initial focus was on reducing neonatal mortality in county and hospital. Became medical director in 1985. Did full range family practice including outpatient, in hospital and OB care. Involved in building nursing home and low-income housing for elderly.

Roanoke Amaranth Community Health Group/ Rural Health Group
October 1987 to June 2014
Medical Director 1987 to 2005; staff physician 1987-2014. Involved in transition to FQHC.

Area L AHEC
Director of Continuing Medical Education Affairs
July 2012-present
Part time; responsible for overseeing certification of programs for continuing medical education credit. Work with hospitals and medical practices in 5 county area to identify educational needs

UNIVERSITY FACULTY APPOINTMENTS & AWARDS

University of NC, Chapel Hill

Preceptor for 3rd and 4th year medical students, 1979-2001; Director of Medical Student Teaching, Area L AHEC, 1992-2001

Associate Professor of Family Practice, University of NC, 1992-2005.

US Public Health Service Regional Health Administration Award; for reduction of infant mortality, 1982

UNC Department of Family Medicine, George T Wolff Award for excellence in teaching, 1987

NC Academy of Family Physicians; Community Teacher of Students Award, for excellence in teaching, 1991

National Health Service Corps Exemplary Service Award, for reduction of infant mortality and excellence in teaching 1985.

NC Academy of Family Physicians. Family Physician of the Year, 1999.

NC AHEC, 1st Annual Glenn Wilson Award, for public service, 2006

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Information Technology Advisory Committee

Please select your second Board preference: *

Raleigh-Durham Airport Authority

Please select your third Board preference: *

Wake Technical Community College Board of Trustees

Please select your fourth Board preference: *

Centennial Authority

Please select your fifth Board preference: *

None Selected

Please select your sixth Board preference: *

None Selected

Joseph

First Name

W

Middle Initial

Perez

Last Name

4617 Draper Rd.

Street Address

Suite or Apt

Raleigh

City

NC

State

27616

Postal Code

What district do you live in?

None Selected

Mobile: (919) 632-5900

Primary Phone

Home: (919) 873-0049

Alternate Phone

jwperez@gmail.com

Email Address

NC Dept of Health & Human Services

Employer

Senior Systems Analyst

Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

Interests & Experiences

Why are you interested in serving on a Board or Commission?

Having lived in the Raleigh area for more than 30 years, I would like the opportunity to give back to my community. I wish to use my talents, background, and expertise to serve in this capacity.

Work Experience

* Senior Systems Analyst / Team Lead - NC Dept of Health & Human Services (9/2017 to present) * Business Intelligence Specialist - NC State University (11/1992 - 10/2017) * Instructor / Public Relations Director - Friendship Christian School (6/1986 - 7/1992) (Additional details available in attached resume.)

Volunteer Experience

Serve as music director and Sunday School teacher at Friendship Baptist Church. Publish a monthly newsletter ("The Patriot News") as a help to the military community Involved in evangelistic efforts at Friendship Baptist Church Serve on the Paramount Health Solutions Board of Advisors

Education

* Bachelor of Religious Ed., secondary education major, Bible minor, cum laude (GPA: 3.5), Tenn Temple University, 135 SH * Master of Theology, education/administration major, computer/Bible minor, summa cum laude (GPA: 4.0), Freedom Seminary, 36 SH * Doctor of Theology, education/administration major, computer science minor, summa cum laude (GPA: 4.0), Freedom University, 57 SH

Comments

[joe-res.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics


Date of Birth

Gender *

Male

Ethnicity *

Hispanic

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

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JOSEPH WAYNE PEREZ

4617 Draper Rd.
Raleigh, NC 27616

919.632.5900
jwperez@gmail.com

QUALIFICATIONS / SKILLSET SUMMARY

- data warehouse design and development (full stack)
- programming (Business Objects, SAS, ASP, & more)
- database management/design (SAS, SQL, Oracle)
- problem solving / solution implementation
- systems/server administration & management
- strategic planning / needs assessment / teaching
- business and statistical analysis / data integration
- business intelligence development and reporting
- high-pressure multi-tasking environment
- multi-platform advanced technical support
- bilingual communication & negotiation skills
- process analysis and flowcharting
- leadership / team player
- more than 30 years' total experience

COMPUTER-RELATED WORK EXPERIENCE

Senior Systems Analyst

NC Div of Health & Human Services, RTP, NC

(9/17 - present)

- Responsible for providing technical system & process improvement analysis/implementation as team lead
- Working with both senior-level business executives & IT personnel to execute project requirements
- Provide oversight & project management as team lead to ensure complete development & implementation of business intelligence data warehousing, reporting, and visualization initiatives (including Tableau)
- Serve as business/technical liaison to clients in the development of business/functional requirements
- Provide business intelligence report & infrastructure programming support (Business Objects & other tools)

Business Intelligence Specialist

NC State Graduate School, Raleigh, NC

(11/92 - 10/17)

- 15+ years of BI report development, ETL programming, and data warehouse design using Business Objects (Universe Designer and WEBI), MS SQL SSRS/SSIS, SAS tools (Enterprise Guide, Data Integration Studio, Visual Analytics) on multiple DBMS platforms (SQL Server, Oracle) using Waterfall or Agile methodology as needed
- 20+ years of specialization in providing full-stack development from complex SQL code pulling raw data to forward-facing SAS data visualizations, emphasizing on-time, accurate, comprehensive solutions
- 20+ years' experience in systems analysis, requirement gathering, and needs assessment based on customer input, critical in-depth observation, extensive User Acceptance Testing, and close coordination with technical groups on campus, including several PeopleSoft implementations since 2007
- 20+ years of responsibility for efficient, 24x7 running of critical applications with thousands of users (includes debugging/troubleshooting problems, overseeing user acceptance testing, and implementing sound solutions quickly) while handling simultaneous high-priority tasks
- 20+ years providing requirements documentation, instructional materials design, and training for University-wide BI reporting solutions, systems, and applications developed by the Graduate School
- 20+ years of leveraging communication and presentation skills for needs assessment, fit-gapping, negotiation, and comprehensive solutions for a wide variety of stakeholders across multiple disciplines
- implementation of Business Objects report conversion to SAS Information Maps, WRS, and Visual Analytics
- operational management of existing computer training classes: scheduling, choosing/evaluating qualified instructors and courseware, modifying course content and/or schedule when necessary, overseeing financial reporting and all cost vs. benefit statistical analyses for all classes at the McKimmon Center
- developed new computer software/hardware training programs based on statistical trend analysis and financial viability at the McKimmon Center (result: a Trust Account \$2,000 deficit was changed into a surplus of over \$90,000 in less than six months)

Technical Support Specialist

Temporary Summer Employment

(Summer '86 -11/92)

Information Systems Coordinator

State Dept. of NRCD, Raleigh, NC - Temp

(Summer '88-'89)

- establish procedures for use of applications packages; database administration; generate graphics, reports, and statistical analysis (Personnel Pool, '87; Volt Temp, '91; First Union Mortgage, 6/92-11/92)
- perform computer hardware installs, memory management, and systems analysis and consultation (ATEC Associates through Personnel Pool, 1990)
- design, create, and implement automated systems for the State of NC, Personnel Division, Department of Natural Resources and Community Development (NRCD) human resource transactions (summers, 1988-1989)

TEACHING AND PUBLIC RELATIONS EXPERIENCE

Instructor

(1983-1992)

- high school computer programming & literacy, software training, economics, Spanish, and Bible (Friendship Christian School, Raleigh, NC, 8/86 - 7/92)
- system administrator responsible for maintaining server and lab computers, hardware/software acquisition, and faculty/staff hardware/software training (Friendship Christian, 8/88 - 7/92)
- middle school computer literacy, Spanish, fifth grade general curriculum, and study hall supervisor (Trinity Christian School, Apopka, FL, 8/85 - 5/86)
- high school computer programming, economics, Spanish, history, and government (Baptist Temple Schools, Orlando, FL, 10/84 - 6/85)
- high school computer programming and Bible (Altamonte Christian, Altamonte Springs, FL, 8/83 - 6/84)

Director, Public Relations

(1980-1992)

Friendship Christian School, Raleigh, NC (6/86 - 7/92)

- schedule/direct enrollment promotional programs for traveling school musical ensemble
- design and modify school display boards, multi-media presentation, and display booths at educational conferences and other related events
- compose and distribute computer-generated promotional publications using a variety of desktop publishing, word processing, and graphic layout software
- produce and direct radio and TV commercials, PSA's, and news releases

Spring City Baptist Church, Spring City, TN (1/80 - 5/81)

Metropolitan Baptist Church, Orlando, FL (1/82 - 5/86)

- teach Bible classes and training seminars for teenagers and young adults
- supervise and train workers to assist in direction of youth and visitation ministries
- coordinate all advertising strategy and church outreach programs
- design, develop, and implement missionary correspondence tracking system
- compose and distribute computer-generated promotional publications (including PSA's and news releases)

EDUCATIONAL AND PROFESSIONAL CERTIFICATION

Florida Association of Christian Colleges and Schools - "AA" professional certification, 1986

Florida State Board of Education - passage of teacher certification battery, March 1986

Evangelical Teacher Training Association - Advanced Silver Seal certification, January 1982

Business Analyst Advanced Certification (Six Sigma Green Belt equivalent) - NTT Data Services, October 2017

Microsoft T-SQL Developer Certification - NTT Data Services, November 2017

Microsoft Business Intelligence Certification - NTT Data Services, January 2018

Tableau Developer Certification - NTT Data Services, July 2018

POST-SECONDARY EDUCATION

Doctor of Theology, education/administration major, computer science minor (21 semester hrs.), summa cum laude (GPA: 4.0), June 1989 (Freedom University, Orlando, FL) - 57 total semester hours

Master of Theology, education/administration major, computer/Bible minor, summa cum laude (GPA: 4.0), June 1984 (Freedom Seminary, Orlando, FL) - 36 total semester hours

Bachelor of Religious Ed., secondary education major, Bible minor, cum laude (GPA: 3.5), January 1982 (Tennessee Temple University, Chattanooga, TN) - approx. 135 total semester hours

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WakeMed Hospital Board of Directors

Please select your second Board preference: *

Capital Area Workforce Development Board

Please select your third Board preference: *

Wake Technical Community College Board of Trustees

Please select your fourth Board preference: *

Durham and Wake Counties Research and Production Service District Advisory Committee

Please select your fifth Board preference: *

Alcoholic Beverage Control Board

Please select your sixth Board preference: *

GoTriangle Board of Trustees

Gregory
First Name

Alexander Trotter
Middle Initial Last Name

20 Mayo St
Street Address

APT E1
Suite or Apt

Raleigh
City

NC 27603
State Postal Code

What district do you live in?

District 4

Home: (404) 409-2832
Primary Phone

Business: (336) 620-7614
Alternate Phone

gregorytrotter2@gmail.com
Email Address

UPS
Employer

Solutions Engagement Supervisor
Job Title

If you live in an Extraterritorial Jurisdiction Area, select Yes:

Yes No

In order to assure countywide representation, please indicate your place of residence:

Raleigh

Interests & Experiences

Why are you interested in serving on a Board or Commission?

I had an opportunity to recently participate in a few round table discussions and realized that I have valuable input that could positively impact the community I call home.

Work Experience

UPS Solutions, UPS Sales Enablement, Jack Ingram Porsche AG

Volunteer Experience

Big Brother, United Way

Education

Auburn University, Zhōngnán dàxué (China), MIT (micro-masters)

Comments

[Gregory_resume.pdf](#)

Upload a Resume

If you have another document you would like to attach to your application, you may upload it below:

Please upload a file

Demographics


Date of Birth

Gender *

Male

Ethnicity *

African American

Other

How did you become aware of Wake County volunteer opportunities?

County Website

If you selected "Other" above, how?

Please upload a file

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Gregory Trotter

Supply Chain and Solutions Sales Leader

Raleigh, North Carolina

404.409.2832

Gregory.Trotter2@gmail.com



CAREER PROFILE

Strategic and transformational business leader offering strong performance in supply chain management, logistics, business operations, plant management, strategic planning, and continuous process improvement. Transforms and converges B2B and B2C operations and systems, reducing waste and redundancy while maximizing customer service, profit opportunities, and high-level enterprise performance. Proficient in leading large-scale projects in network design, automated KPI dashboard reporting, and supply chain waste removal. Manages and optimizes multifaceted processes and programs while providing support at the highest level of service excellence. Verified success in sales, enterprise engagement, and relationship management. A cross-functional leader with practiced talent in articulating complex ROI and creating cost-effective solutions that consistently meet and exceed corporate goals. Passionate about developing team members into top performers and delivering world-class integrated solutions that encourage long-term business growth.

CORE COMPETENCIES

- | | |
|--|---|
| <ul style="list-style-type: none">▶ Solutions Management▶ Logistics and Cost Controls▶ Supply Chain Management and Optimization▶ Strategic Operations Planning and Management▶ B2B and C-Suite Consultative Sales / Enterprise Engagement▶ Business Process Improvement and Reengineering▶ Project Management and Governance▶ Industry Research / Data, Market, and Business Analysis | <ul style="list-style-type: none">▶ Business Partnerships and Relationship Management▶ Strategic and Tactical Planning▶ Plant Management▶ Shipping Requirements and Regulations▶ Customer Service and Experiences▶ LEAN Methodologies▶ Coaching, Mentoring, Training, and Team Building▶ Cross-Functional and Collaborative Leadership |
|--|---|

PROFESSIONAL EXPERIENCE

United Parcel Service (UPS)

Solutions Consultant, UPS Customer Solutions (11/2015-Present)

Promoted to increase revenue, across the state of North Carolina, and define the scope of projects to directly align with customer needs. Collaborate with the business development and strategic global accounts to gather customer business requirements and develop sales strategies and solutions. Provide support across numerous departments including business development, implementation support, knowledge management, and costing. Lead initiatives to create various tools for carrier management, transportation rate management and overall transportation service management. Assesses operational capabilities, creates new strategic plans, and evaluates/reengineers the supporting supply chain, while balancing financial ROIs, inventory, operational practices, and systems technology.

Key Contributions and Accomplishments:

- ▶ Generated an additional \$14M in new revenue across North Carolina's territory plan and earned award for winning the single largest new international business win in the Eastern region and the highest metric percentage in the South Atlantic, for all planned areas.
- ▶ Placed in top 3% for global cross-functional sales earning the 'World of Champions' Gold award (Q3 2016).
- ▶ Earned the 'Outstanding Achievement Award' (2016) for new revenue (147.3%), total revenue (\$149.51%), customer pay (209.05%), engaged revenue growth (263.02%), and revenue penetration (197.48%).
- ▶ Served as the Employee Engagement Coordinator for the South Atlantic region.
- ▶ Significantly increased revenue by creating and spearheading the South Atlantic team gamification initiative, a subset of decision theory, to guide participants toward a desired behavior. Generated 20% increase of on-plan team members.
- ▶ Recognized as the subject matter expert for design thinking, supply chain mapping, and dangerous/regulated goods.
- ▶ Recognized for leading numerous multimillion-dollar business creation, transformation, and optimization achievements in wholesale, retail, and e-commerce.
- ▶ Designed innovative solutions in material handling, WMS, TMS, and demand inventory. Led numerous network reconfigurations.
- ▶ Successfully managed overall operations by conducting spend-based annual, quarterly, and monthly carrier meetings.
- ▶ Effectively managed numerous engineering teams for high-profile customers including Krispy Kreme, Gildan (Gold Toe, American Apparel, Gildan NC), FHI-360, and Food Lion.
- ▶ Chosen to serve on the 'Winners Circle', an executive-driven group for selects professionals to create a culture of innovation.
- ▶ Designated as the internal innovation platform lead for the supply chain solutions and customer solutions group innovation efforts.
- ▶ Selected as the financial acumen seminar lead, facilitating bi-monthly calls on varying financial topics, and the Project Loom

Sales Enablement, Dangerous and Regulated Goods (05/2015/2015)

Developed sales enablement tools for dangerous and regulated goods. Redesigned the corporate governance landing page in the sales enablement application. Consulted with content owners to verify the accuracy of published assets. Collaborated with Morrison Forrester on state and federal regulation regarding regulated goods.

Sales Consultant, Jack Ingram (01/2015-05/2015)

Top-tier Volkswagen AG sales professional within the Porsche, Audi, Volkswagen brands. Averaging 12 new, and 8 used car sales.

TRAINING AND PROFESSIONAL DEVELOPMENT

- ▶ **Tough Negotiations Training**
- ▶ **Situational Sales and Negotiation**
- ▶ **UPS Management Training**
- ▶ **H.A.L.O. Advanced White Boarding**
Advanced supply chain mapping for middle market and enterprise level clients
- ▶ **UPS H.I.V.E and Millennial BRG**
Business resource clubs for UPS Supply Chain Solutions and UPS as a whole

EDUCATION

Master's in Supply Chain Management *(in progress)*

Blended master's program; miro-masters track, Massachusetts Institute of Technology (MIT)

Relevant Coursework:

- ▶ Supply Chain Analytics: Core methodologies in supply chain analysis and modeling
- ▶ Supply Chain Fundamentals: Fundamental concepts for logistics and supply chain management
- ▶ Supply Chain Dynamics: Manage and harness the dynamics and interactions between firms and entities within a supply chain.
- ▶ Supply Chain Design: Design and optimize the physical, financial, and information flows of a supply chain to enhance business performance.

Bachelor's in Marketing, May 2015

Auburn University, Montgomery, Alabama

- ▶ Air Force ROTC
- ▶ President, Campus Activity Board
- ▶ President, Green Alliance
- ▶ Student Representative, Committee of Sustainability
- ▶ Sustainability Officer, Student Government Association
- ▶ Ambassador, Office of Far-Eastern Initiatives
- ▶ Winner, Robotic Firefighting Vehicle Competition