

Greater Raleigh Convention and Visitors Bureau

Applicants

- | | | | |
|----|--|----|--|
| 1. | Mr. Chester Bissell
1407 Claymore Dr
Garner, NC 27529
(Lives in District 2)
C/M
Board 4 of 4 | 2. | Ms. Lacey Caldwell Senko
111 Braelands Dr.
Cary, NC 27518
(Lives in District 4)
C/F
Board 2 of 3 |
| 3. | Mr. Thomas Edgar
3108 Carriage Light Ct
Raleigh, NC 27604
(Lives in District 5)
C/M
Board 5 of 6 | 4. | Mr. Jeffrey Goebel
2613 Bembridge Dr
Raleigh, NC 27613
(Lives in District 6)
C/M
Board 4 of 6 |

5. Mr. Davis Holt
6208 Bent Fork Circle
Raleigh, NC 27606
(Lives in District 4)
C/M
Board 3 of 4

6. Ms. Katherine Jones
421 Allister Drive Apt. 002
Raleigh, NC 27609
(Lives in District 6)
C/F
Board 1 of 1

7. Mr. Garrett Lamm
800 Oakhall Drive
Holly Springs, NC 27540
(Lives in District 2)
/M
Board 5 of 6

8. Mr. Ryan O'dell
4801 Smith Creek Pkwy #304
Raleigh, NC 27612
(Lives in District 7)
C/M
Board 1 of 6

9. Mr. Guillermo Ortiz-Espejel
201 Park At North Hills, Apt 536
Raleigh, NC 27609
(Lives in District 6)
H/M
Board 1 of 6

10. Mr. Kyle Reese
200 Bally Shannon Way
Apex, NC 27539
(Lives in District 4)
AIM
Board 4 of 5

11. Ms. Crystal Singletary
2001 River Grove Lane
Knightdale, NC 27545
(Lives in District 5)
A/F
Board 2 of 5

12. Ms. Crystal Singletary
2001 River Grove Lane
Knightdale, NC 27545
(Lives in District 5)
A/F
Board 2 of 6

13. Ms. Jerrae Williams
3200 Silver Ore Court
Wake Forest, NC 27587
(Lives in District 6)
A/F
Board 5 of 6

14. Ms. Rebecca Quinn-Wolf
5308 Moneta Lane
Apex, NC 28539
(Lives in District 6)
W/F
Board 1 of 1

Volunteer Application Wake County Advisory Boards and Commissions

Chester Bissell

1407 Claymore Dr

Garner, NC 27529

919-800-9158

mailto:chesterbissell@gmail.com

I am a(n) 25-year old Caucasian, Male. I am currently employed by Progress Residential as a(n) Renewal Specialist. My choices of boards on which to serve, in order of preference, are:

1. Council on Fitness and Health
2. Historic Preservation Commission
3. Library Commission
4. Greater Raleigh Convention and Visitors Bureau

Township: Garner

Work Experience: Progress Residential 1/2016-Current
Lease Renewal Specialist
Paramount Construction Services 5/2015-11/2015
Project Manager
North Carolina State Employees Credit Union 7/2014-5/2015
Insurance Tracking Technician

Volunteer Experience: Dialectic and Philanthropic Societies 2010-2014
Collegiate Debating and Literary Society
Boy Scouts of America 2003-2010
Eagle Scout & Venturing Crew Founder
UNC Dance Marathon 2011-2012
Committee Member and Fundraiser
Wellsprings of Change 2010-2012
Establishing Member
Relay for Life-5 year team member 2009-2013
Twinsburg Public Library-Youth activities program volunteer

Education: University of North Carolina at Chapel Hill 2010-2014
Graduated May, 2014
B.A. in Economics
B.A. in Southern Studies, Dual Majors

Other Comments:

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

ChesterBissell

chesterbissell@gmail.com **O** (919) 800-9158 **lffl** linkedin.com/in/chbissell

Work Experience

NC Real Estate Broker

1/2016-Current

- License Number: 288146

Progress Residential

1/2016-Current

Lease Renewal Specialist

- Complete all lease renewal requests for Raleigh market of 500 single family homes
- Coordinate move out process between residents, accounting, and maintenance team
- Create and maintain statistics for renewal rates, pricing changes, and expiring leases
- Assist with leasing overflow by showing homes and qualifying applicants

Paramount Construction Services

5/2015-11/2015

Project Manager

- Oversee apartment renovations including work with kitchen, bath, plumbing, and electrical
- Generate and maintain renovation schedule for employees, vendors, and property management
- Create material pull sheets, order countertops & appliances, and schedule deliveries
- Adhere to renovation timetable and accommodate unexpected move-in deadlines

North Carolina State Employees Credit Union

7/2014-5/2015

Insurance Tracking Technician

- Maintain database for all auto and second mortgage insurance policies to prevent losses on consumer loans
- Manage all mail, courier, and email communication with members, insurance companies, and credit union branches
- Cross-trained to support front desk staff by answering main phone line for building
- Verify that member's insurance policies meet Credit Union's lending requirements

General Die Casters

5/2011-8/2012

Production Machinist

- Machined, inspected, and sorted aluminum & nickel engine components
- Operated drill presses, disk grinders, spindle turners, and milling machines

Education

University of North Carolina at Chapel Hill

2010-2014

Graduated May, 2014

BA in Economics

BA in Southern Studies, Dual Majors

OSHA-30 Hour Construction Safety Course Certified

Completed 10/2015

Organizations & Leadership

Dialectic and Philanthropic Societies

2010-2014

Collegiate Debating and Literary Society

Organizational Accomplishments

- Oversaw new finance rules implementing a balanced budget requirement
- Wrote handbook to maintain database of institutional knowledge, pamphlets, and ceremonies
- Moderated debate and interpreted Roberts Rules of Order as President

Projects and Historical Preservation

- Cooperated with NC Museum of History, NC Museum of Art, and Tryon Palace on furniture preservation projects and public exhibition events
- Repaired and refurbished locally historic chairs, tables, benches, and French doors
- Worked with interior decorating firm to replace worn-out seating, draperies, and light fixtures in historic building
- Organized effort to catalogue 4000 volume library, rebuild dilapidated book cases, and protect fragile/antique books
- Curated organization's collection of 109 portraits, busts, or other artworks by ensuring safekeeping and digitally documenting the collection

Boy Scouts of America

2003-2010

Eagle Scout & Venturing Crew Founder

Environmental Preservation Projects

- Led project to construct five 15 foot bridges on new walking trail
- Worked with soil conservation groups to restore washed out road
- Participated in construction public park tables, pavilion sign boards, and children's playground

Activities

The Unbuilt Blue Ridge Parkway Project (Hist 671: PublicHistory)

2014

- Researched primary source documents to construct Pine Spur Recreation Area history
- Developed WordPress digital exhibit to display research findings
- Link to final project: <http://tinyurl.com/1rjd5tg>

UNC Sports Marketing

2011-2012

Marketing and PR Volunteer

- Set-up on-field advertising materials for sponsors before events
- Managed halftime show, students participants, and performance groups
- Distributed promotional materials for future events and sponsors

UNC Dance Marathon

2011-2012

Committee Member and Fundraiser

- Responsible for participant teams, volunteer retention, and fundraising support
- Organization raised \$857k over the two years of events

Wellsprings of Change

2010-2012

Establishing Member

- Helped launch end of school year fundraising dance for high school students
- Raised over \$15k in first two years of hosting the event

Relay for Life-5 year team member

2009-2013

Twinsburg Public Library-Youth activities program volunteer

2008-2010

Twinsburg High School Wrestling-2x State Place winner, youth rec team volunteer

2005-2010

THOMAS S. EDGAR

Raleigh, NC 27604

(919) 480-7152

tsedgar@gmail.com

www.thomas.edgar.com

<http://www.linkedin.com/in/tsedgar>

PROFESSIONAL SUMMARY

Results-focused professional offering 15 years of progressive leadership experience. Transforms high-potential staff into outstanding leaders who demonstrate the creativity and savvy that is critical to financial and operational success.

Domain experience in Health Care, Aerospace, Food & Beverage, Software, Higher Education, Staffing/Recruiting and Call Centers.

- Extensive customer service background
- Excellent organizational and communication skills
- Strong experience with full cycle recruiting process
- Exceptional people management skills
- Proficient with Microsoft Office (Word, Excel, Outlook, PowerPoint)
- Strong background in financial and statistical reporting
- Strong overall technical understanding

PROFESSIONAL EXPERIENCE

Artech Information Systems - Cary, NC

January 2015 to Present

Vendor Manager/Service Delivery Manager

- Negotiate with new vendors and work to align them with Artech.
- Using continuous improvement to cut down on the number of compliance issues
- Rolled out new Supplier Portal tool to help with ease of candidate submission by sub-tier vendors.
- Regularly work to resolve a number of vendor-related issues, complaints and escalations.
- Work with a global team (India/US) to resolve candidate and vendor timesheet and payment issues.
- Served as point of contact for multiple client contacts and provided direct recruiting support to them.

IBM, Dubuque, IA and Cary, NC

September 2009 to Jan 2015

First Line Manager/Service Availability Manager

- Led an initiative to improve the hiring processes to allow the team to get resources added much quicker.
- Full cycle recruiting, sourcing, screening, interviewing, presenting, and placing direct hire and contract candidates in various positions.
- Setup a segmentation plan for staffing so the team was able to stay focused on all high priority work.
- Provided cross-functional team leadership of a global team (India/US) while working to institute a "one team" mindset.
- Provided leadership in the areas of integrated management and coordination of Incident Management, Problem Management, Change Management, Asset Management and Availability Management processes.
- Led the team to improve the focus on Security and Compliance work while eliminating overdue issues and adding a resource to provide better oversight and planning.
- Analysis of key metrics while providing input to executives has increased oversight and helped keep account penalty free.
- Regular use of value stream mapping for documenting team processes to pinpoint problem areas and to improve efficiency.
- Regularly drove teams to utilize process improvements and defect prevention initiatives to remove waste from day-to-day work streams

UNIVERSITY OF IOWA HEALTH CARE, Iowa City, IA
Manager

May 2003 to Sept 2009

- Full cycle recruiting, sourcing, screening, interviewing, presenting, and placing direct hire and contract candidates in various positions.
- Provided cross-functional team leadership for 35 to 40 consultants in the day-to-day IT support operations while working to improve customer satisfaction, team building and process improvement.
- Documented change and problem management processes for use within the organization. Change management was implemented to eliminate outages that were caused by a lack of coordination across teams.
- Provided leadership in the areas of integrated management and coordination of Incident Management, Problem Management, Change Management and Asset Management.
- Devised strategy to address 2000% increase in call volume during rollout of new Epic Patient Information System and Electronic Medical Record package. Team was able to provide 24x7 call coverage while answering 99% of calls received.
- Handled all aspects of HR management including the staff recruitment process, participation in conflict resolution and mediation and resolution of employee relations issues.

AEGON INSURANCE/TECHNISOURCE, Cedar Rapids, IA
Technical Support Analyst

2003

- Provided PC related phone support for all Aegon sites including Cedar Rapids, Kansas City, Los Angeles and St Petersburg, FL.

ROCKWELL COLLINS, Cedar Rapids, IA
Programmer/Analyst. 1997-2002

1997 to 2002

- Led initiative that brought ePolicy Orchestrator (ePO) into the company increasing efficiency of support resources while allowing for better management of antivirus policies and updates. This initiative saved the company over \$400,000 in year one while providing for additional long-term savings.

CERTIFICATIONS

ITIL v3 Foundations

EDUCATION

IBM Leadership Program

University of Dubuque, Dubuque, IA
Masters of Business Administration

Mt. Mercy College, Cedar Rapids, IA
BBA Marketing/ Accounting minor

Volunteer Application Wake County Advisory Boards and Commissions

Lacey Caldwell Senko

111 Braelands Dr.

Cary, NC 27518

919-900-8900

703-927-7010

mailto:lacemc14@yahoo.com

I am a(n) 40-year old Caucasian, Female. I am currently employed by Qlik Technologies as a(n) Senior Director, Developer Marketing. My choices of boards on which to serve, in order of preference, are:

1. Commission for Women
2. Greater Raleigh Convention and Visitors Bureau
3. Historic Preservation Commission

Township: Cary

Work Experience: Nearly 20 years of tech marketing, event development, PR and communications experience, often being the only female in a male dominated industry.

Volunteer Experience: STEM mentor through Durham County Public Schools
Room mother for 7 year old's 2nd grade class
Volunteer reader
Community service at With Love from Jesus, a food pantry in downtown Raleigh

Education: BA from University of California, Santa Cruz
MBA from University of Maryland, College Park

Other Comments: I am a full-time working mom that is passionate about all women's issues and working to make Wake County an example for NC and the entire US as a place where women have opportunities and supported successes. I have years of branding and PR experience. Coupling this with my passion is a winning combo.

How did you become aware of volunteer opportunities?

Other

If "Other", how?

Erv Portman

Staff Comments

Attachments

Lacey Caldwell Senko

111 Braelands Dr., Cary, NC 27518 (703) 927-7010 (m), (919) 900-8900 (h)
lacey.caldwell@gmail.com

EXPERIENCE**QLIK, Senior Director, Developer Marketing, Current position**

- Establish and lead content and marketing strategy for developer marketing program.
- Lead developer-focused digital, inbound, and content-led marketing campaigns resulting in awareness, engagement and revenue for Qlik. Grew open source community membership by 40% in six months.
- Launch social channels for Qlik developer program.
- Establish and lead developer event strategy and oversee internal and external event execution.
- Define strategy for developer program including pricing, packaging, delivery, data collection, market validation, marketing plan and execution.
- Work with product teams to define developer offering (product features) to anchor developer program.
- Led launch of Qlik Playground, a free coding environment to showcase Qlik APIs and data engine, increased community registrations by 300%.
- Segment developer audience and create developer-specific messages for products and solutions.
- Content, copy and strategy owner for Qlik's open source project site, Branch.
- Manage developer analyst program
- Manage staff and marketing budget of \$650K per year
- Manage external agencies.

IBM, Head of Developer Content and Marketing, IBM developerWorks, May 2014-March 2016

- Created and executed inbound and outbound content-led marketing strategies and tactics to nurture developer leads, further engagement, purchase and adoption of IBM's cloud and SaaS offerings. Led effort to reach 1M software trials in 12 months.
- Defined strategy for launching developer program worldwide including pricing strategy, packaging, delivery, data collection, market validation, marketing plan and execution.
- Implemented marketing automation platform (SilverPop) to execute content-led marketing strategy and database overhaul to further nurture leads and profile audience.
- Defined developer cohorts/personas for IBM's cloud and SaaS offerings.
- Redefined content strategy and market positioning of IBM's developer portal, developerWorks. Created SEO-friendly content and to deliver target of 5 million UVs per month.
- Established new content areas for IBM including Internet of Things and cognitive computing zones.
- Defined and oversaw developerWorks' social media strategy resulting in growth of communities to over 150K followers worldwide.
- Planned 3rd party developer event strategies and oversaw onsite execution.
- Created executive communications-including internal and external communications.
- Established new voice and messaging for developerWorks as a brand, established sub-brand strategy.
- Defined 3rd party partnership strategy to grow audience. Oversee execution.
- Managed external agencies.
- Grew marketing staff from 3 to 12 in one year. Managed marketing and content staff of 18, marketing budget and ROI analysis.

TM Forum Vice President, Marketing 2013-2014, Head of Marketing, 2012-2013, Corporate Marketing Director 2010-2012

- Develop, oversee and execute yearly B2B and B2C marketing, marcom, analyst relations, partnership and PR plans (using both inbound and outbound marketing techniques) for organization of nearly 1000 telecommunications and IT member companies.
- Member of the Senior Leadership Team; owned marketing strategy, lead generation and responsible for revenue generation and overall organizational strategy and results.
- Implemented best-in-breed marketing technology. Led implementation of Act-On Automation Platform. Led analytics approach to marketing through Google Analytics, KISS Metrics and Optimizely.
- Established content-led marketing strategy resulting in highest online engagement ever.
- Led event strategy for organization-included positioning, messaging, theme creation, and end-to-end marketing and lead nurture for 6 global TM Forum events and 6 yearly 3rd party events.

- Establish go-to-market strategies for range of products including: data analytics, revenue management, cloud, network function virtualization, cyber security, and customer experience management. Grow new audiences including developers and sales/marketing professionals.
- Develop and execute successful demand generation marketing plans using a variety of channels including: email, web, social media, telesales, direct mail, 3rd party events, paid media, speaking engagements, and partnerships Measured by NPS and integrated analytics.
- Define and oversee organization's social media strategy resulting in growth of communities by over 500%
- P&L responsibility across all products including growth in active engagement, event attendance and revenue, and growth in membership numbers and revenue.
- Rebranded TM Forum. Ran focus groups, completed full competitive analysis that resulted in new corporate messaging, updated look and feel and new approach to sales collateral.
- Establish and oversee strategic partnerships and alliances to grow adoption of services and membership.
- Lead TM Forum's PR and AR functions and strategies--focused on positioning TM Forum as a leader in the digital world. Established yearly PR and analyst audit of organization to track thought leadership progress. Managed outside agencies.
- Managed and led geographically dispersed team of 12 focused on delivering marketing campaigns to reach strategic and financial goals of the organization.
- Manage yearly marketing budget

Connect2 Communications Wake Forest, NC, *Director 2008-2010*

- Developed strategic marketing and communications plans for tech and telecom clients. Defined communication strategies, message development, inbound marketing, internal comms, and social media strategies, event execution, recommendations for: ad buys, direct mail, B2B marketing, trade show participation, awards and speaking opportunities and possible partnerships.
- Led strategic marketing and communications team. Ensured deliverables are achieved on time and on budget. Account lead for clients totaling over half of firm's yearly revenue.
- Planned and conducted market research for clients as needed. Analyzed results and made strategic recommendations.
- Established all built relationships with industry and financial press and analysts.
- Developed marketing collateral for clients-both digital and print.
- Created and refreshed branding for clients including logo creation, message development, marketing collateral and website redesigns.
- Edited and wrote press releases and biogs
- Developed new business opportunities, responded to RFPs and wrote new business proposals
- Managed \$500,000 budget and staff of 5

SmartMark Communications, Newtown, PA, *Marketing and PR Consultant, 2007-2008*

- Evaluated, reworked and/or develop new messaging and branding for tech and telecom clients to establish consistency between marketing and PR strategies.
- Developed yearly and quarterly strategic communication plans for clients.
- Developed and pitched relevant stories to industry media (IT, telecom, business and financial press.), wrote press releases.
- Evaluated and recommended industry event participation and explore co-marketing opportunities for clients.

Telecommunications Industry Association, Arlington, VA, *Director, 2005 - 2007*

- Using the marketing mix, designed and oversaw world-wide B2B and B2C marketing and communications campaigns to strengthen conference attendance.
- Established and led event brand and program development for association-resulting in an average of 40% increase in educational and networking event attendance.
- Developed association-wide member-benefit program
- Led market research effort for launch of new event including SEO, new logo development and new website development.
- Evaluated and oversaw international and domestic strategic partnerships.
- Managed partner marketing and communications including other association relationships, third party partners, and member companies
- Created and led "education and content advisory board" of members to maintain integrity of educational content and programs.
- Identified and secured well-known industry and world-wide leaders as keynote speakers
- Attended and presented at three-time yearly Board of Directors meeting, managed staff of four

TM Forum, Morristown, NJ, *Marketing Program Manager*, 2001 - 2005

TeleStrategies Inc., McLean, VA, *Senior Reporter*, 2000 - 2001

Warren Communications News, Washington D.C., *Associate Editor*, 1998 - 2000

EDUCATION

University of Maryland, R. H. Smith School of Business, College Park, MD

M.B.A., May 2005. Concentrations: Marketing and Strategy

University of California, Santa Cruz, CA, B.A., 1998. Concentration: American Studies

Volunteer Application Wake County Advisory Boards and Commissions

Thomas Edgar
3108 Carriage Light Ct
Raleigh, NC 27604
919A80-7152
District 5
<mailto:tsedgar@gmail.com>

I am a(n) 49.year old Caucasian, Male. I am currently employed by Artech Information Systems as a(n) Vendor Manager, Staffing. My choices of boards on which to serve, in order of preference, are:

1. Capital Area Workforce Development Board
2. Wake Technical Community College Board of Trustees
3. Alcoholic Beverage Control Board
4. Raleigh.Durham Airport Authority
5. Greater Raleigh Convention and Visitors Bureau
6. Triangle Transit Authority Board

Township: Raleigh

Work Experience: 15 years of leadership experience across multiple industries. Currently work for a staffing/recruiting company that is tied closely to the local area.

Volunteer Experience: No volunteer experience in NC. Did some volunteer work in Iowa for a local nature/learningcenter. Also volunteered for a local college to help with a sporting event.

Education: Masters in Business Administration

Other Comments: New to the Raleigh area, within the last two years, and can give an outsider perspective.

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

Volunteer Application Wake County Advisory Boards and Commissions

Jeffrey Goebel

2613 Bembridge Dr

Raleigh, NC 27613

919-931-0767

919-828-2501

mailto:jgoebel@jordanprice.com

I am a(n) 47-year old Caucasian, Male. I am currently employed by Jordan Price Wall Gray Jones & Carlton as a(n) attorney. My choices of boards on which to serve, in order of preference, are:

1. Raleigh-Durham Airport Authority
2. Open Space and Parks Advisory Committee
3. Historic Preservation Commission
4. Greater Raleigh Convention and Visitors Bureau
5. Board of Adjustment
6. Planning Board

Township: Raleigh

Work Experience: Real estate attorney in Wake County for 15 years. Conduct commercial transactions throughout NC. Also have years of experience with homeowners associations and consumer finance.

Volunteer Experience: Volunteer at Jeffrey's Grove Elementary School and Finley YMCA. Member of Preservation North Carolina and Triangle Land Conservancy.

Education: BA from Marquette University (1991)
J.D. from University of Arkansas (2000)

Other Comments: Wake County is a beacon of progress in this state. We must continue to work to maintain opportunities for all citizens, current and future. To that end, I would like to offer more of me beyond good wishes and attendance on election day.

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

Application Submitted On:

11/14/2016

Volunteer Application Wake County Advisory Boards and Commissions

Davis Holt

6208 Bent Fork Circle

Raleigh, NC 27606

919-810-2188

mailto:dholtremax@gmail.com

I am a(n) 27-year old Caucasian, Male. I am currently employed by Remax United as a(n) Broker/REALTOR. My choices of boards on which to serve, in order of preference, are:

1. Planning Board
2. Juvenile Crime Prevention Council
3. Greater Raleigh Convention and Visitors Bureau
4. Housing Authority

Township: Unincorporated Wake County

Work Experience: Real Estate Agent for 5 years

Volunteer Experience: JV Basketball coach at Cardinal Gibbons High School

Education: UNC-Wilmington, Political Science, 2012

Other Comments:

How did you become aware of volunteer opportunities?

If "Other". how?

Staff Comments

Attachments

Volunteer Application Wake County Advisory Boards and Commissions

Ihuoma Igboanugo

4358 KARLBROOKLANE

Raleigh, NC 27616

919-341-9707

District 5

mailto:IHUOMA2007@YAHOO.COM

I am a(n) 34-year old African American, Female. I am currently employed by THE CRESCENT LAW PRACTICE as a(n) MANAGING ATTORNEY. My choices of boards on which to serve, in order of preference, are:

1. Alliance Behavioral Healthcare
2. Wake Technical Community College Board of Trustees
3. Capital Area Workforce Development Board
4. City of Raleigh Planning Commission
5. Greater Raleigh Convention and Visitors Bureau
6. Juvenile Crime Prevention Council

Township: Raleigh

Work Experience: FAMILY, IMMIGRATION, PERSONAL INJURY AND CONTRACTS LAW

Volunteer Experience: LEGAL AID OF NORTH CAROLINA, MARCH OF DIMES

Education: NORTH CAROLINA CENTRAL SCHOOL OF LAW

Other Comments;

How did you become aware of volunteer opportunities?

Other

If "Other", how?

FRIEND

Staff Comments

Attachments

IHUOMA IGBOANUGO

Ihuoma2007@yahoo.com
4358 Karlbrook Lane
Raleigh, NC 27616
(919) 389-6963

EDUCATION

Licensed Attorney and Counselor at Law-North Carolina
North Carolina Bar Association-Member
American Bar Association-Member
Legal Aid Lawyer on the line-Volunteer

North Carolina Central University, Durham, NC

Graduated: May 2013,

Licensed, All North Carolina State Courts-October 2013

Licensed, United States District Court for the Eastern District, December 2013

Licensed, United States District Court for the Middle District, October, 2015

Activities: **Moot Court** Team-Co-Chair Intra-school Competitions
Trial Team-Vice-Chair

North Carolina Central University, Durham, NC

Bachelor of Arts in Mass Communications, December 2006

Bachelor of Arts in Spanish, December 2006

Activities: Writer, Campus Echo (student newspaper), Sigma Tau Delta (English Honors Society)

Honors: Dean's List, Allison Fisher Journalism Scholar, Clear Channel Scholar

Writing Experience: Wrote for the Daytona Beach News-Journal, Campus Echo Student Newspaper

EXPERIENCE

THE CRESCENT LAW PRACTICE, Raleigh, NC

April 2014- Present

Managing attorney

Practice in Wake, Durham and Franklin counties

- Child custody and child support disputes
- Juvenile Delinquency cases
- Abuse, Neglect and Dependency
- Special Proceedings (GAL for defendants)
- **Contracts**
- Immigration
- Personal injury (Automobile accidents)

LAW OFFICES OF JOHN ELUWA, PLLC, Raleigh, NC

October 2013 -April 2014

Of Counsel Attorney

- Represented clients with family law issues
- Handled personal injury, social security and criminal law cases
- Helped lead attorney with immigration case files and paperwork
- Represented employers with Fair Labor Standards Act cases in Federal court

SYNERGY/HURON LEGAL CONSULTING, Morrisville, NC

November 2013 -February 2014

Contract Attorney

- Reviewed bank lending practices, loan securitization and repurchase processes
- Ensured mortgage home-loan underwriting comply with consumer protection laws

IHUOMA IGBOANUGO

Ihuoma2007@yahoo.com
4358 Karlbrook Lane
Raleigh, NC 27616
(919) 389-6963

- Assisted with reviewing company documentation during discovery to preclude the disclosure of confidential or privileged information
- Reviewed merger or charter collapse papers to determine whether surviving corporation assumed the liabilities and debt of target corporation
- Reviewed OCC, CFPB, FRB, FDIC and OTC regulations to ensure lender compliance

POWELL LAW FIRM, Raleigh, NC

May 2012 - September 2012

Intern for traffic attorneys

- Researched DMV laws and prepared legal memoranda on DMV Compact laws and license **revocation.**
- Drafted petitions against DMV on behalf of clients seeking to challenge DMV's explanation for **license revocation.**
- Conducted client interviews to determine client intakes and possible representation

LEGAL AID OF NORTH CAROLINA, Durham, NC

May 2012 - July 2012

Martin Luther King Intern, 3rd year certified supervised by Attorney Maccene Brown

- Drafted motions, pleadings, answers, wills and letters
- Prepared, filed and tried domestic violence cases
- Appealed Medicaid or Social Security Disability benefits on behalf of clients who were denied
- Researched bankruptcy issues and conducted legal research
- Represented defendant in an unfair and deceptive trade lawsuit. Plaintiff chose to settle claim after first appearance.

NORTH CAROLINA STATE SENATE, Raleigh, NC

May 2011 - August 2011

Intern for Senator Malcolm Graham

- Wrote weekly bill summaries and status reports, drafted opinion editorials and responded to letters from constituents
- Monitored proposed legislation pertaining to marriage, health, education and employment issues
- Attended sessions, caucus and appropriations meetings
- Organized calendar events, conferred with state agencies, legislators and lobbyists

LAW OFFICE OF DEAN SHANGLER, Chapel Hill, NC

January 2011 - August 2011

Office clerk for Solo Practitioner

- Assisted Attorney with discovery and production of documents from clients
- Conducted legal research
- Evaluated clients complaints and facts to determine possible causes of actions

PERSONAL

Multilingual: Igbo, Yoruba, Hausa, and **Spanish**

Volunteer Application Wake County Advisory Boards and Commissions

Katherine Jones

421 Allister Drive Apt. 002

Raleigh, NC 27609

919-812-1472

mailto:katiej29@gmail.com

I am a(n) 32-year old Caucasian, Female. I am currently employed by Synergy Legal Professionals as a(n) Document Reviewer. My choices of boards on which to serve, in order of preference, are:

1. Greater Raleigh Convention and Visitors Bureau

Township: Raleigh

Work Experience: Former practicing attorney; current Master of Business Administration student at NC State

Volunteer Experience: Various committees and boards through the North Carolina Bar Association

Education: B.A. North Carolina State University
J.D. Campbell University
M.B.A. North Carolina State University expected '17

Other Comments:

How did you become aware of volunteer opportunities?

Other

If "Other". how?

internet

Staff Comments

Attachments

KATIE JONES

421 Allister Drive Apt 002 • Raleigh, NC 27609 • 919-812-1472 • KLJones0629@gmail.com

SUMMARY OF QUALIFICATIONS

- * Experienced in legal drafting, medical terminology, document management, and negotiation
- * Demonstrated interpersonal and communication skills
- * Intermediate/ Advanced Excel and PowerPoint skills
- * Ability to think quickly and critically
- * Experience producing budgets
- * Exceptional relationship management

EDUCATION

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC

Master of Business Administration, (Executive Program); Bioscience Management Concentration
(Expected Completion, December, 2017)

CAMPBELL UNIVERSITY, NORMAN ADRIAN WIGGINS SCHOOL OF LAW, Raleigh, NC

Juris Doctor, May 2010

- Law Review, Comments Editor
- Order of the Old Kivett
- ABA Negotiations Team
- Class Rank: 38 of 107
- Book Awards: Appellate Advocacy
Professional Responsibility
Foundations of Law

NORTH CAROLINA STATE UNIVERSITY, Raleigh, NC

Bachelor of Arts, History, May 2006

- Phi Beta Kappa

WORK EXPERIENCE

SYNERGY LEGAL PROFESSIONALS, Morrisville, NC

Document Reviewer, 03/2015-02/2016; 11/2016-present

Use of critical thinking skills to review and analyze in order to appropriately categorize clients' voluminous internal and proprietary documents, including compliance manuals, contracts, grant applications, and internal memoranda primarily in healthcare litigation, specifically, anti-kickback statute and false claims act cases.

- Recognized by project leaders for superior metrics and performance in document review accuracy and speed of review

QUINTILES, Durham, NC

Associate Project Manager, 02/2016-10/2016

Manages the operational aspects of projects and programs. Preparation of project budgets and project information at internal and external meetings, provides input into project proposals and Requests for Proposals, and ensures that work is conducted in compliance with standard processes, policies, and procedures and meets project timeline metrics. Additionally, serves as a back-up contact for internal project managers, identifies and negotiates out of scope project work, and partners with project managers to develop and implement process improvements. Use of communication and multitasking skills to coordinate multiple stakeholders' interests in producing healthcare communications documents and related budgets.

KATIE JONES

421 Allister Drive Apt. 002 • Raleigh, NC 27609 • 919-812-1472 • KLJones0629@gmail.com

HEDRICK GARDNER KINCHELOE & GAROFALO, Raleigh, NC

Associate Attorney, 01 /2015-02/2015

Project management of defense of medical malpractice lawsuits, including drafting and responding to written discovery; taking and defending depositions of parties, fact witnesses, and expert witnesses; and selection and retention of expert medical and scientific witnesses. Negotiation of production of healthcare records and contractual settlements.

HURLEY LAW OFFICE, Raleigh, NC

Associate Attorney, 05 /2012-12/2014

Project management of defense of medical malpractice lawsuits, including drafting and responding to written discovery; taking and defending depositions of parties, fact witnesses, and expert witnesses; selection and retention of expert medical and scientific witnesses; mediation and negotiation of cases; preparing and arguing dispositive motions; and preparation of appellee's and appellants' records on appeal and corresponding briefs in multi-appeal litigation.

Legal drafting of settlement and indemnification contracts and **HIPAA** compliant releases; review, analysis, and execution of contracts with third party vendors; and respond to subpoenas for medical records pursuant to **HIPAA** guidelines.

Use of negotiation skill set to successfully negotiate favorable case settlements in multiple lawsuits.

Use of critical thinking skills to review and analyze long term care facility regulations, policies, procedures, surveys, and plans of correction.

Preparation of budgets for costs associated with representation of large insurance client.

Development of client relationships through the use of interpersonal skills including reporting on case status to clients and engaging in periodic client meetings.

Legal analysis and auditing of voluminous quantities of healthcare records, specifically identifying any existing trends with respect to pharmaceuticals and internal corporate matters.

Development of extensive health industry knowledge, including understanding of accountable care organizations and value based contracting via P.A.C.E. programs, as well as understanding of the Affordable Care Act.

Successful negotiation of restoration of C\IS benefits to petitioner in action against managed care organization.

People management experience through the supervision of junior level staff.

- Recognized as a Super Lawyers Rising Star in Healthcare Law, 2015

STARK LAW GROUP, PLLC, Chapel Hill, NC

Associate Attorney, 07 /2011-05/2012

Negotiation of contractual terms for large scale contracts on behalf of client with UNC Healthcare and management of the contract lifecycle including completion of due diligence, ongoing monitoring of contract progress, final drafting of contracts, and legal analysis of contracts to ensure legal compliance. Negotiation of loan terms for construction loans with contract drafting upon completion of negotiations, and negotiation of ordinance changes with municipal authorities. Management of lawsuits in commercial and real estate actions from initial pleadings, through written discovery, depositions, and motions practice in state, federal, and business courts.

KATIE JONES

421 Allister Drive Apt. 002 • Raleigh, NC 27609 • 919-812-1472 • KLJones0629@gmail.com

PROFESSIONAL and COMMUNITY ACTIVITIES

- Charter Member and Volunteer, Wake Forest Foundation: Friends of Wake Forest
- Greater Raleigh Chamber of Commerce Young Professionals Network
- NC State University Poole College of Management IBA Student Ambassador

PUBLICATIONS

- Keep up with the P.A.C.E.: An Overview of Comprehensive, Cost-Effective Managed Care for the Elderly in North Carolina; Jones, Katie; Prognosis, February 2014.

*Bar Status: Inactive, North Carolina

Application Submitted On:

09/22/2016

Volunteer Application Wake County Advisory Boards and Commissions

Garrett Lamm
800 Oakhall Drive
Holly Springs, NC 27540
919-285-2233
mailto:kgrlamm@gmail.com

I am a(n) , Male. I am currently employed by FDH Velocitel as a(n) National Quality Control Manager. My choices of boards on which to serve, in order of preference, are:

1. Alcoholic Beverage Control Board
2. Board of Adjustment
3. Wake Technical Community College Board of Trustees
4. Centennial Authority
5. Greater Raleigh Convention and Visitors Bureau
6. Planning Board

Township: Holly Springs

Work Experience: Licensed Civil Engineer in Telecommunications Industry with a Construction Background

Volunteer Experience: Food delivery

Education: North Carolina State University

Other Comments:

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

Volunteer Application Wake County Advisory Boards and Commissions

Ryan O'dell

4801 Smith Creek Pkwy #304

Raleigh, NC 27612

425-301-4092

mailto:rpo98056@gmail.com

I am a(n) 36-year old Caucasian, Male. I am currently employed by Creedmoor Village Veterinary Clinic as a(n) Office Manager. My choices of boards on which to serve, in order of preference, are:

1. Greater Raleigh Convention and Visitors Bureau
2. Council on Fitness and Health
3. Open Space and Parks Advisory Committee
4. United Arts Grants Panels
5. Commission for Women
6. Historic Preservation Commission

Township: Raleigh

Work Experience: I have worked in supply chain, inventory and logistics management for many years, but have guest service and operations management experience with companies such as the Walt Disney World Resort.

Volunteer Experience: I started an alumni networking chapter for Georgia State University while living in New York City in which we executed many volunteer events such as Central Park Clean Ups. I just moved to Raleigh and am currently looking for volunteer opportunities.

Education: I received my MBA from Georgia State University and my BA in International Business and Finance from Washington State University.

Other Comments: My wife and I are so happy to have had the opportunity to move to Raleigh. We have only been here for a few months but know this is our home. I can't wait to get involved!

How did you become aware of volunteer opportunities?

County Web Site

If "Other", how?

Staff Comments

Attachments

Ryan O'Dell

rpo98056@gmail.com

Cell: (425) 301-4092

Skype: rpo98056

[LinkedIn Profile](#)

Supply Chain & Sourcing Manager

- Extensive ERP Experience
 - Project Planning & Material Allocation
 - Employee Training & Development
 - Inventory Control
 - Vendor Relations & Negotiation
 - Profit/ Loss Analysis
-

PROFESSIONAL EXPERIENCE

Synovos, Inc., New York, NY

Aug 14-May16

Site Manager - Supervise all aspects of MRO supply chain and storeroom management operations encompassing customer service, consulting, purchasing, receiving and inventory control.

- Establish operational goals including the development and implementation of an Inventory Reduction and Consolidation Program
- Achieve cost savings targets as outlined in master service & operating agreement
- Monitor storeroom inventory levels and build in accordance with customer needs
- Manage client relationships, attend meetings and network as necessary with clients and vendors to resolve quality and delivery problems!
- Execute, maintain and control all aspects of purchasing & distribution in a cost-effective manner, while communicating with the client's operations/facilities department
- Work with senior management to define and implement strategic and tactical plans
- Build successful local vendor relationships to achieve better pricing while also researching savings and supplier opportunities with national vendor contracts
- Participate in corporate supply agreements
- Manage, train and coach employees on all aspects of the job within a unionized environment
- Schedule and monitor employee time off, post day-to-day assignments when needed
- Manage storeroom expansion project (increased footprint at client site by nearly 100%)
- Cloud based ERP and CMMS asset management
- Beginner experience using Office 365

Biscuits & Bath Dog Retreat, New York, NY

October 13-Aug 14

Location Manager - Manage and grow overall business of multiple locations as autonomous business units. Responsible for the overall efficiency, cost control and revenue generation of the location.

- Improve data collection techniques to provide better services and increase sales
- Manage daily operations of the company's largest location in Manhattan.
- Develop operational controls to improve quality of service and decrease operating cost
- Create employee development standards to ensure consistency of training quality of care
- In charge of development and discipline of a staff of 40 employees
- Helped improve inventory tracking resulting in decreased spending
- Manage client happiness to ensure satisfaction and improve sales for the location
- Manage scheduling and payroll using ADP software

McMaster-Carr Industrial Supply, Atlanta, GA

March 11-June 13

Logistics & Procurement Rep - Assist with purchasing, sales support and inbound/outbound logistics within a network of suppliers. Track outstanding purchase orders, facilitate sales transactions, and invoice payments within custom ERP system.

- Analyze operations best practices to help develop training methods with the intent of increasing speed and accuracy of work
- Communicate with companies throughout our supply chain, requiring excellent verbal and written communication skills
- Perform qualitative product research and industry analysis in order to provide solutions and quality service to customers
- Provide feedback on company protocol to improve internal communication
- Developed a product awareness training tool to familiarize new employees with a product line

Georgia Institute of Technology, Atlanta, GA

Jan 09-March 11

Campus Recreation, Facilities Coordinator - Managed the daily operations of the Campus Recreation Center including equipment procurement. Oversaw the hiring, training, development and evaluation of a staff of 80+ employees and maintained all employee records and internal data within the department.

- Improved data tracking resulting in a 5% decrease in equipment inventory spending
- Managed project to determine effectiveness of internal communication within our business
- Developed comprehensive training tools for the department, resulting in increased job efficiency and increased levels of customer service
- Oversaw employee payroll and revised process resulting in better coverage and savings
- Created surveys and processes to audit employee performance and track client satisfaction
- Co-developer of a daylong training seminar/retreat for over 200 employees (2010)
- Co-organized the 2010 & 2011 Hiring Expo which produced over 320 applicants annually
- Reorganized departmental procedures to be more cost efficient and effective
- Managed day-of event logistics to help with smooth event operations

The Walt Disney World Resort, Lake Buena Vista, FL

March 07-Aug 08

Guest Service Manager in charge of Magic Kingdom Guest Relations - Managed the day-to-day operation of Guest Relations staffed areas and Guided Tours, ensured consistent and high quality Guest service (8/07-8/08)

Disney's Hollywood Studios, Guest Service Manager in charge of Custodial Operations - In charge of ensuring theme park show quality and inspiring employee/Guest interaction (Temp. Assignment 3/07-8/07)

- Advised and developed a highly professional staff of over 100 employees
- Created an environment encouraging ownership, communication, safety and accountability
- Coordinated the development of the theme park's weekly information guide for guests
- Managed the remodeling of the Guest Relations Window ticket sales location
- Monitored the successful implementation of safety quality standards which increased efficiency
- Focused on development and moral, drastically increasing customer service scores

The Walt Disney World Resort, Lake Buena Vista, FL

Jan 08-March 07

Magic Kingdom Guest Relations, Guided Tours, and VIP Services - Control and resolve guest situations, serve as an information resource to Guests, and sell ticket media, upwards of \$20,000 nightly

- One of eight chosen, selected nationally to take part in the Walt Disney World College Program
- Trained as Guest Service Advocate (Supervisor) to help manage the operation of Guest Relations
- Trained in multiple areas for demonstrated achievement leadership ability
- Selected to help coordinate multiple events due to proven professionalism and dependability
- Part of the development team for The Virtual Magic Kingdom Insider Tour
- Designated trainer for showing exemplary skills and ability to communicate across cultures

EDUCATION

Georgia State University, Atlanta, GA

Graduated July 2012

- Masters of Business Administration
- Concentration in Organization Management
- Graduated with 3.75 accumulative GPA
- Consultant and co-writer of a business plan for a potential start up
 - o Our research inspired the CEO to rethink their concept, saving them \$50,000 in startup costs
- Co-writer of a case study on the cupcake industry, highlighting CamiCakes Cupcakes in Atlanta, GA

Washington State University, Pullman, WA

Graduated May

2004

- Graduated with Honors
- Bachelor of Arts in Business Administration, majoring in International Business and Finance
- Spanish Minor
- Studied abroad Fall 2003 at Griffith University in Brisbane, Australia
- Honors Thesis entitled *Differences Between Australia and the United States: Possible Effects on International Business*
 - o An analysis of the two countries illustrating the need for more sophisticated examination in developing cross-cultural business relationships

Volunteer Application Wake County Advisory Boards and Commissions

Guillermo Ortiz-Espejel
201 PARK AT NORTH HILLS, APT 536
Raleigh, NC 27609
404-502-6837
404-502-6837
<mailto:goes19@aol.com>

I am a(n) 68-year old Hispanic, Male. I am currently employed by GOES CONSULTING as a(n) PRESIDENT. My choices of boards on which to serve, in order of preference, are:

1. Greater Raleigh Convention and Visitors Bureau
2. City of Raleigh Planning Commission
3. Durham and Wake Counties Research and Production Service District Advisory Committee
4. Planning Board
5. Wake Technical Community College Board of Trustees
6. Industrial Facilities and Pollution Control Financing Authority

Township: Raleigh

Work Experience: 25+ YEARS EXPERIENCE AS AN STRATEGIC INTERNATIONAL BUSINESS CONSULTANT

Volunteer Experience: HERITAGE PREPARATORY CHARTER SCHOOL, ATLANTA GA
CO-CHAIR OF INTERNATIONAL COOMITTE, GEORGIA HISPANIC CHAMBER OF COMMERCE
LATIN SUCCESS, NOT FOR PROFIT ORGANIZATION

Education: MASTER DEGREE IN ECONOMICS
BACHELOR ON BUSINESS ADMINISTRATION

Other Comments: VERY INTERESTED TO SERVE THE COMMUNITY

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

Strategic business consultant with an in-depth understanding and extensive network within the multicultural community, particularly into the Latino businesses. Experience amounting to more than 25 years in business development supporting firms with its local and international business strategy.



Education

- Bachelor in Business Administration, Iberoamericana University 1968-1973
- Masters in Economics, The College of Mexico **1977-1979**
- MBA, planning and Systems and Economics PHD studies: IPADE/Harvard Business School **1974-1975/UNAM, 1984**

Experience

Goes Consulting, Atlanta, GA 2002 to present

Founder and President

- Management consultancy practice to improve "status quo" of firms looking to create economic value.
- Sectors of activity: Health care, retail, hospitality, transportation, financial services, IT among others.
- Business capabilities: Innovation, domestic and international business strategy.

Prominter, Mexico City, 1986-2001

Founder and President

- Spearheaded international market research and market intelligence for international firms and embassies.
- Conducted more than 100 projects supporting the market entry for local and international firms from the USA, Canada, Germany, Italy, and Mexico.
- Contributed at international *work-shops* and *trade shows* in North America and Europe.

Ministry of Industry, Mexico City, 1984-1986

Deputy Director

- Foreign investment negotiations under import/export programs.

Coraza Corporacion Azteca, Mexico City. 1982-1983

Director

- Strategic planning of an industrial group: Plastics, Chemicals and Consultancy.

Ministry of Industry, Mexico City 1979-1981

Coordinator

- International industrial cooperation between Mexico and Germany.
- Academic Experience
- Strategic planning professor (UIA, ITAM, ITESM, UP) **1980-1990**
- International marketing executive program **1980-1990**

Affiliations

- Chair International business committee, Georgia Hispanic Chamber of Commerce, 2011 to present
- Founder member and member of the governing board of Heritage Preparatory Charter Academy School, 2011
- Member of the board, Latin Success - non-profit organization 2010
- Member of the board, English for successful living - non-profit organization **2010**
- Georgia Hispanic Chamber of Commerce, member of the economic development committee 2009
- Ambassador at large, San Antonio Chamber of Commerce **1990**

Volunteer Application Wake County Advisory Boards and Commissions

Kyle Reese

200 Bally Shannon Way

Apex, NC 27539

973-615-1810

mailto:kmreesemba@gmail.com

I am a(n) 44-year old African American, Male. I am currently employed by Cisco Systems as a(n) Sales Manager.
My choices of boards on which to serve, in order of preference, are:

1. Planning Board
2. City of Raleigh Planning Commission
3. Capital Area Workforce Development Board
4. Greater Raleigh Convention and Visitors Bureau
5. Triangle Transit Authority Board

Township: Holly Springs

Work Experience: Senior Manager with 20 years of experience in finance, business analysis, strategic planning, business development and project management for international companies across the consumer products, manufacturing, technology and professional services industries; with revenues ranging from \$100 million to \$45 billion. Proven expertise providing decision support analysis that has increased profits, preserved resources and developed organizational efficiencies and process improvements.

Volunteer Experience: Learning Together Inc. Board of Directors 2013-Present
Board Vice-President 2015-2016
Board President 2016-Present

Education: MBA, Marketing
Seton Hall University, South Orange, NJ

BS, Accounting
Winston-Salem State University, Winston-Salem, NC

Other Comments:

How did you become aware of volunteer opportunities?

Other

If "Other". how?

Town Hall meeting with other elected officials

Staff Comments

Attachments

KYLE M. REESE, MBA, CSSGB

200 Bally Shannon Way
Apex, NC 27539

<http://www.linkedin.com/in/kylemreese>

973-615-1810
kmreesemba@gmail.com

SUMMARY

Senior Manager with 20 years of experience in finance, business analysis, strategic planning, business development and project management for international companies across the consumer products, manufacturing, technology and professional services industries; with revenues ranging from \$100 million to \$45 billion. Proven expertise providing decision support analysis that has increased profits, preserved resources and developed organizational efficiencies and process improvements. **Experiences and skills include:**

- **Forecasting & Budgeting**
- **Financial Modeling**
- **Full P&L Responsibility**
- **Sales Strategic Planning**
- **Sales Management**
- **Business Development**

CERTIFICATIONS AND SOFTWARE EXPERIENCE

Certified Six Sigma Green Belt, Hyperion, Microsoft Office, including advanced Excel (pivot tables, v-look ups and macros), PowerPoint, Outlook and Access, Business Objects, PeopleSoft and CMS.

CAREER EXPERIENCE

CISCO SYSTEMS, Research Triangle Park, NC

2011 - Present

\$44 billion global industry leading Technology and Solutions Company

Sales Manager, Virtual Sales Channels- Central/East US Areas

2015 - Present

- Lead 17 virtual sales agents that cover 200+ partners, \$550M of annual revenue, in a matrixed reporting structure; selling across all Cisco business segments
- Manage goaling for entire Americas virtual channels organization, nearly \$1B in annual bookings
- Drove overhaul of partner assignment, removing low-performing partners from list and revamping the field PAM/AM teaming strategy
- Lead the organizational development of the Public Sector GTM strategy and Distribution engagement
- Implemented quarterly forecasting process, partner profiling process and key financial documentation
- Developed/Identified KPIs to help quantify partner success and build effective strategic plans for growth
- Envisioned, designed and championed a 2-day VPAM educational summit. This inaugural event had global attendance; with over 100 attendees and C-level speakers representing the Cisco Partner community

Sr. Finance Manager/Controller, Global Virtual Sales-Americas Region

2013 - 2015

- Supported \$2B Americas Virtual Sales region of Global Virtual Sales; North, Central and South America
- Developed and managed annual plan and goals for entire region, theaters and sales agents; 500+ FTE and contract headcount
- Developed reporting analytics and dashboards for US and Canada Partner Sales teams
- Refined goal setting process across region and standardized the goals for Ignite Team hires and Associate Sales Representatives (Early in Career professionals)

Global Finance Manager, Global Virtual Sales, Global OPEX Finance

2011 - 2013

- Managed annual \$125M Global OPEX budget for the Virtual Sales Organization; including 1,200 **FTE** permanent and contract headcount and \$3B in sales
- Re-engineered the reporting, accrual and reconciliation processes for the GVS \$45M Global vendor OPEX
- Consolidated reporting across all three global regions; Americas, EMEAR and Asia-Pacific

DAYPITNEY, LLP, Parsippany, NJ

2008-2010

\$200 million privately-held lawfirm with nine offices.

Finance Manager

Led all FP&A and AP related functions

- Led the implementation of new AP workflow system to improve the invoice in-take/payment processes.

LEXISNEXIS *Martindale-Hubbell*, New Providence, NJ

2006-2008

\$1 billion international professional services company in the legal industry.

Finance Manager, Business Management (Formerly Director before re-structuring)

Development of monthly/quarterly revenue statements, financial forecasts, and budgets.

- Standardized the revenue recognition budgeting, reporting and forecasting for the Small Law division, \$180 million combined.

AVIS BUDGET GROUP, Parsippany, NJ

2004- 2006

\$5 billion publicly-held global company in the leisure and corporate travel industry.

Manager, FP&A

Prepared and consolidated financial reports, developed budgets, and performed variance analysis in accordance with business plan.

- Developed a new monthly P&L forecasting process, in Hyperion, reducing the forecasting cycle by one day and automating all reports.

PERNOD RICARD USA, Purchase, NY

2002 - 2003

\$700 million division of global leader in the Wine and Spirits industry. My brands generated \$350 million in revenue.

Manager, FP&A

Closed and prepared monthly financial statements for Wild Turkey and Seagram's Gin product lines.

Completed acquisitions, sales or development of new or existing brands.

- Assisted in the development of new *system* for analysis of Advertising and Promotional spending, that saved the company \$400,000 a year in late fees or overpayments to vendors.

KRAFT FOODS, Detroit, MI

2000 - 2002

\$40 billion global consumer products conglomerate.

Business Unit Controller

Managed revenue, expenses and headcount for the Detroit Sales region, \$600 million in revenues and 100 employees. Conducted quarterly audits and trained the staff on proper file maintenance and policies.

- Developed a forecasting model that standardized the monthly forecasting process for all 22 sales regions.

SIMON AND SCHUSTER, New York, NY

1998-2000

\$200 million imprint of an international publishing and media company.

Senior Financial Analyst

NABISCO FOODS, Winston-Salem, NC and East Hanover, NJ

1994-1998

\$8 billion consumer products company that merged with Kraft Foods in 2000.

Associate Analyst/ Business Analyst/ Hyperion Coordinator

EDUCATION

MBA. Marketing

Seton Hall University, South Orange, NJ

BS. Accounting

Winston-Salem State University, Winston-Salem, NC

Volunteer Application Wake County Advisory Boards and Commissions

Crystal Singletary

2001 River Grove Lane

Knightdale, NC 27545

919-373-1391

919-244-7230

mailto:Crysclr@outlook.com

I am a(n) 52-year old African American, Female. I am currently employed by Highwoods Properties as a(n) Business Analyst. My choices of boards on which to serve, in order of preference, are:

1. Capital Area Workforce Development Board
2. Greater Raleigh Convention and Visitors Bureau
3. Human Services Board
4. WakeMed Hospital Board of Directors
5. Planning Board

Township: Knightdale

Work Experience: Business Analyst

Volunteer Experience: Formally Board Treasurer at Miracle Temple Ministries

Various other volunteering, such as Food Bank of NC and Raleigh Rescue Mission

Education: A.S. General Studies
B.S. Business Management, MIS

Other Comments: Notary Public

How did you become aware of volunteer opportunities?

County Web Site

If "Other", how?

Staff Comments

Attachments

Volunteer Application Wake County Advisory Boards and Commissions

Crystal Singletary

2001 River Grove Lane

Knightdale, NC 27545

919-373-1391

919-875-6667

<mailto:crysclr@outlook.com>

I am a(n) 52-year old African American, Female. I am currently employed by Highwoods Properties as a(n) Business Analyst. My choices of boards on which to serve, in order of preference, are:

1. Human Services Board
2. Greater Raleigh Convention and Visitors Bureau
3. Jury Commission
4. Library Commission
5. Planning Board
6. Wake Technical Community College Board of Trustees

Township: Knightdale

Work Experience: 30+ years in Information Technology

Volunteer Experience: Helping Hand Mission, Interfaith Shuttle, Trustee Board local church - Treasurer

Education: AAS General Studies, BS Business Administration, MIS

Other Comments: Would like to contribute in an area that I could use my experience and knowledge.

How did you become aware of volunteer opportunities?

County Web Site

If "Other", how?

Staff Comments

Attachments

Volunteer Application Wake County Advisory Boards and Commissions

Jerrae Williams
3200 Silver Ore Court
Wake Forest, NC 27587
919-671-6516
mailto:jerraew@icloud.com

I am a(n) 40-year old African American, Female. I am currently employed by NC State Treasurer as a(n) Client Manager. My choices of boards on which to serve, in order of preference, are:

1. Raleigh-Durham Airport Authority
2. Wake Technical Community College Board of Trustees
3. WakeMed Hospital Board of Directors
4. Citizen's Energy Advisory Commission
5. Greater Raleigh Convention and Visitors Bureau
6. Triangle Transit Authority Board

Township: Wake Forest

Work Experience: Consultant, NC Dept. of State Treasurer: Educating and implementing a new investment program with NC local governments, higher education institutions, and state agencies.

Vice President, Wells Fargo Bank: Advised local governments (including water/sewer/power authorities), transportation authorities (airports, bus, rail), higher education institutions, and large not for profits in DE, IL, OH, PA, with financial operations, policy/process, debt/investment management, risk and technical services.

Treasurer, City of Raleigh, NC: Managed all of the City's debt, investments, and revenues.

Assistant Vice President, Wachovia Bank: Advised local governments, higher education institutions, and large not for profits in North Carolina with financial operations, policy/process, debt/investment management, risk and technical services.

Volunteer Experience: -Government Finance Officer Association, Advisor/Member
-Upward Cheerleading Coach K-2nd
-CIS-Wake County, Board Director
-Agape Word Fellowship, Board Director/Treasurer
-Wake County Smart Start, Past Board Director/Finance Committee
-Girl Scouts, Past Volunteer
-American Red Cross, Past Volunteer

Education: St. Cloud State University, BA Public Administration and Finance

Capella University, Master of Business Administration

Other Comments: I have worked in/with the public sector for over 19 years.

How did you become aware of volunteer opportunities?
County Web Site

If "Other", how?

Staff Comments

Attachments

JERRAE WILLIAMS, MBA

3200 Silver Ore Court, Wake Forest, NC 27587 • 919.671.6516 • jerraew@icloud.com

SENIOR FINANCE PROFESSIONAL

**Financial Consulting / Team Leadership / Business Development/ Client Relations
Financial services, Banking, Higher Education, Government, Healthcare**

- .., Senior finance professional with 18+ years of industry experience. Successful in driving product portfolio growth, building and leading diverse teams, advising clients on various financial products and services, managing client, stakeholder and partner relationships, and consistently achieving outstanding results in deadline-oriented environments. Strong analytical, financial, strategic planning, presentation, communication, problem-solving, and relationship building competencies. Outstanding industry reputation.
- .., Deeply driven and resourceful leader able to motivate and mentor employees, cultivate relationships across levels, quickly remedy issues, manage billion dollar budgets, favorably negotiate contracts, and work with cross-functional leaders to deliver strong financial results. High level of integrity. Thrive in environments requiring strategic leadership and collaboration.

Expertise Includes: Financial Planning & Analysis, Business Development, Client Relations, Forecasting, Credit, Team Leadership, Risk Management, Strategic Planning, Budgeting, Negotiations, Project Management, Accounting, Cost Reduction, Portfolio & Investment Management, Treasury & cash Management, Banking.

PROFESSIONAL EXPERIENCE

NC DEPARTMENT OF STATE TREASURER • RALEIGH, NC • 2015 TO PRESENT

CLIENT MANAGER/CONSULTANT (CONTRACT PROJECT)

- .. Cultivate client relationships throughout the state of North Carolina; provide financial advisory services/consultation to public hospitals, health districts, universities, local governments, etc. Educate clients on retirement related products/services/allocation strategies (treasury & bond funds, risk, etc.):
 - Serve as clients' main point-of-contact. Report directly to CIO.
- .. **Recognized by CIO for achieving outstanding project results** in deadline-oriented environments. Collaborate with internal divisions to facilitate organizational objectives.

WELLS FARGO BANK, NA • CHICAGO, IL & PHILADELPHIA, PA • 2010 TO 2015

VP, SENIOR RELATIONSHIP MANAGER

- .. **Recruited to drive portfolio revenue and manage/cultivate client relationships** (state/local government, higher education, large non-profits) throughout a multi-state territory (Pittsburgh, PA, OH, DE). **Promoted in 2012 and transferred to Chicago, IL office**; managed OH and IL territory. Extensive travel:
 - Selected by Regional VP to serve as member of Senior Management team.
- .. Analyzed client portfolios and provided financial oversight, risk modeling, technical advisory and other services; reviewed/recommended asset management strategies for pensions, SWAPs, endowments, cash management, forecasting tools, and risk management (including cyber security):
 - Generated investment and credit business.** Networked with political contacts, Attorneys, etc.
 - Collaborated with and managed 40+ matrix partner relationships to facilitate revenue growth goals.
- .. **Achieved double-digit portfolio growth**; 14% to 27%, FY 2011 to FY 2015. Strategically secured key client relationships (including O'Hare International Airport). Trained and mentored entry level Bankers:
 - Saved clients 10%-40% (i.e. \$SM+ annual cost savings for RTA); developed/executed restructuring strategies.
- .. **Revitalized underperforming territory**, consequently earning 2012 promotion. Consistently **met/exceeded all benchmarks** (strong annual reviews; achieved numerous performance-based awards).

CITY OF RALEIGH • RALEIGH, NC • 2007 TO 2010

TREASURY MANAGER

- .. **Managed the city's \$2B+ debt portfolio, \$850M revenue budget, and \$1B+ investment portfolio;** developed budgets/models, created revenue forecasts, managed risk, providing financial analysis/reporting, etc.:
-Reported to CFO. Served as Executive Budget Team member. **stellar performance reviews.**
- .. **Led 6-member Treasury Team** to deliver strong results in deadline-oriented environments. Provided strategic and collaborative leadership that improved performance and boosted morale.
- .. **Saved more than \$5 million in FY 2010** debt service by developed/executing restructuring initiatives. **Decreased costs \$3M during 24-month period;** negotiated existing contracts to reduce various fees.
- .. Increased the city's cash position and interest earnings, and improved reporting/accuracy by analyzing existing processes, identifying deficiencies, and implementing new high-impact process. Achieved significant **efficiency and accuracy improvements.**
- .. Successful served as Project Subject Matter expert on multi-year large-scale IT implementation (financial ERP system). Responsible for treasury and accounting module (requirement test scripts, etc.).

WACHOVIA BANK • RALEIGH, NC • 2004 TO 2007

AVP, SALES RELATIONSHIP MANAGER (2005-2007)

LOAN OFFICER (2004-2005)

- .. **Promoted rapidly** upon completion of formal Credit Training program to drive portfolio revenue growth. **Exceeded all performance goals** (loans, deposits, etc.).
- .. Provided financial oversight & analysis, risk modeling, underwriting, and technical advisory services to state/local clients and hospitals throughout North Carolina.
- .. **Increased client growth 50%** by successfully developing and executing strategic business plan. **Managed/cultivated 40+ matrix partner relationships** to generate long-term revenue growth.

PREVIOUS EXPERIENCE

FISCAL ADMINISTRATOR - CITY OF RALEIGH • RALEIGH, NC • 2000 TO 2004

SALES ASSOCIATE - WELLS FARGO • ST, CLOUD, MN • 1998 TO 1999

FINANCIAL ANALYST- ST, CLOUD STATE UNIVERSITY • ST, CLOUD, MN • 1997 TO 2000

EDUCATION / AFFILIATIONS / PROFESSIONAL DEVELOPMENT / TECHNOLOGY

MASTER OF BUSINESS ADMINISTRATION IN CORPORATE FINANCE - CAPELLA UNIVERSITY, MINNEAPOLIS, MN (2004)

BACHELOR OF ARTS IN PUBLIC ADMINISTRATION/FINANCE - ST. CLOUD STATE UNIVERSITY, ST. CLOUD, MN (2000)

MEMBER: (GFOA) GOVERNMENT FINANCE OFFICER ASSOCIATION (2007-2015)

MEMBER: (NB MBA) NATIONAL BLACK MASTERS OF BUSINESS ADMINISTRATION (2010-2011)

MEMBER: (AFP) ASSOCIATION FOR FINANCIAL PROFESSIONALS (2007-2011)

FORMER VOLUNTEER: READING FIRST

FORMER VOLUNTEER: UPWARD CHEERLEADING COACH

Various Management, Coaching, and Financial Training: Transformational Leadership, Crucial Conversations, Capital Leadership Institute, Leadership Raleigh, Cultural Sensitivity and Diversity Awareness, and more

Oracle; SAP; CRM; ERP Systems; MS Word, Excel, PowerPoint, Outlook, Access, Publisher; Bloomberg; Salesforce.com

PUBLICATIONS / INTERESTS

"Strategies for Today's Investment Portfolio"; published by GFOA Review (2010)

Enjoy Domestic & International Travel, Health & Fitness Activities, Sports, and Reading