
Profile**Which Boards would you like to apply for?**

Nursing Home Community Advisory Committee: Submitted**Please select your first Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your second Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your third Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fourth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your fifth Board preference: ***

☒ Nursing Home Community Advisory Committee**Please select your sixth Board preference: ***

☒ Nursing Home Community Advisory Committee

Michael

First Name

Sass

Middle Initial

Last Name

94 Hamilton Hedge Place

Street Address

Suite or Apt

Cary

City

NC

State

27519

Postal Code

What district do you live in?

None Selected

Mobile: (845) 222-5558

Primary Phone

Mobile: (845) 222-5558

Alternate Phone

mikesassnc@gmail.com

Email Address

SASSCO

Employer

President

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:

☒ Cary

Interests & Experiences

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

I would like to give back to the community. I am interested in helping others, especially, those who might not be in a position to help themselves.

Work Experience

New business development, sales and marketing

Volunteer Experience

RCADD (NY)-Rockland Council on Alcoholism and other Drug Dependence FMA (NY)-Franciscan Mission Associates

Education

GED, some college

Comments

[Michael_Sass_Resume_02.29.20.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 *

☒ Caucasian

Other

How did you become aware of Wake County volunteer opportunities?

☒ Other

If you selected "Other" above, how?

Govt Employee

Please upload a file

ETHICS GUIDELINES FOR COUNTY ADVISORY BOARDS AND COMMISSIONS

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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>

MICHAEL A. SASS

Cary, NC | www.linkedin.com/in/michaelasass | mikesassnc@gmail.com | 845-222-5558

SUMMARY

Consummate BtoB sales professional with noteworthy record, strong work ethic, and expertise which includes:

Sales & Marketing	Business Development	Google Tools & Analytics
Leadership & Team Building	Relationship Building	Performance Management
Supervision & Mentoring	Interpersonal Communications	Management & Administration

Exceptional hunter with proven ability to build new relationships into profitable revenue-generators.

Drive to improve productivity and profitability and set, meet, and exceed expectations.

Skilled at establishing and nurturing internal and external customer relationships at all levels.

Proficient in MS Office Suite (Word, Excel, PowerPoint, Outlook).

EXPERIENCE

Orange County Choppers, Newburgh, New York

2019-Present

New Business Development Consultant

My primary role is to increase revenue through the redevelopment of the OCC ecommerce site, email list marketing, licensing and sponsorships.

TattSeal, Dallas, Texas

2019-Present

Brand Manager

Responsible for product integrity and go to market strategy for TattSeal, a patented MD Matrix™ (U.S. Patent No. 9,610,258) formula including other ingredients in the science of skin repair.

- Developed powerful relationships to co-market TattSeal.
 - Discovery Channel reality star and Global brand founder of Orange County Choppers Paul Teutel Sr.
 - Oscar Mike Foundation who is keeping veterans “On-the-Move” through life changing adaptive sports programs, experiences and events.
 - Villain Arts the global leader in Tattoo conferences

Certified Addictions Recovery Coach

2013-Present

I'm a certified addictions recovery coach who has helped over 100 men make positive changes in their lives by helping them with new thinking choices and behaviors around substance use.

U.S. MONITOR, New City, New York

2001-2018

Senior Consultant

- Played key role in success of multimillion-dollar direct mailing and monitoring company, including:
 - providing continuous analysis and improvement of key internal and external business processes;
 - directing sales and marketing life cycle activities from: developing campaigns; measuring and analyzing performance; and delivering and maintaining best practices; and
 - establishing and nurturing strategic relationships, expanding customer base, and growing revenue.
- Saved \$150,000 (60%) in manpower costs by optimizing back-office processes.
- Reduced vendors 60% by spearheading rationalization initiative.
- Increased customer service scores by improving customer-facing processes and turnaround times.

- Managed staff of 40 across five departments, hiring, training, mentoring, motivating, and coaching, and delivering performance appraisals.
- Grew base of 500 domestic and 50 global agents to support higher demand and 15% revenue growth.
- Established new marketing channels with best-of-class associations and publishers, which increased industry awareness, brand equity, and quarterly leads by 30%, leading to conversion rate of 80-90%.
- Generated 300 new accounts while managing relationships with 3,000+ clients; and upsold 20% of base to a more timely and profitable service, increasing profits by 12%.
- Increased revenue \$360K by continuously improving ROI analytics/performance metrics for direct and digital marketing campaigns, using key performance indicators for adjustments.

GEE FREE FOODS, New City, New York

2015-2016

Contracted Sales Consultant

- Doubled customer base by creating demand for new-to-market gluten-free products, including puff flaky pastry dough, hors d'oeuvres, and meals.
- Devised profitable new business development strategies and tactics for growing revenue; and formed relationships with leading distributors, re-distributors, and foodservice management companies.

Previous Employment

SCANDIC CORPORATION, New City, New York

Business Analyst / Project Manager

ADVANCED MONITOR SYSTEMS, INC., Blauvelt, New York

Founder

BAI Global, Tarrytown, New York

Product Launch Consultant

U.S. MONITOR, New City, New York

General Manager

RELIGIOUS LISTS, New City, New York

List Broker

MEMBERSHIPS & ASSOCIATIONS

Direct Marketing Association

Orange County Chamber of Commerce

Direct Marketing Club of New York

Franciscan Mission Associates (Advisory Board)

TRAINING & CERTIFICATIONS

Search Engine Academy SEO; Bruce Clay SEO Toolset; Dale Carnegie Training, CARC

INTERESTS & HOBBIES

Cooking, baking (specializing in gluten-free), volunteering, including with outreach programs ranging from humanitarian, civic, and life coaching

Profile**Which Boards would you like to apply for?**

Adult Care Home Community Advisory Committee: Submitted

Alliance Health : Submitted

Nursing Home Community Advisory Committee: Submitted

Please select your first Board preference: *

☒ Nursing Home Community Advisory Committee**Please select your second Board preference: ***

☒ Alliance Behavioral Healthcare**Please select your third Board preference: ***

☒ Adult Care Home Community Advisory Committee**Please select your fourth Board preference: ***

☒ Commission for Women**Please select your fifth Board preference: ***

☒ Historic Preservation Commission**Please select your sixth Board preference: ***

☒ Housing Authority

Alexandra

First Name

Kozak

Middle Initial

Last Name

1032 Downing Way Ct.

Street Address

Suite or Apt

Raleigh

City

NC

State

27614

Postal Code

What district do you live in?

None Selected

Mobile: (919) 812-2358

Primary Phone

Home: (919) 845-1265

Alternate Phone

arkozak@icloud.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 interested in serving on a Board or Commission in order to give back to my community. I have grown up in Wake County and I am ready to get involved and give back to the County that gave me so much.

Work Experience

I am a local Funeral Director here in Raleigh. I work with many people throughout different counties in the area. I have to be very empathetic, personable, and able to listen. These are all qualities that I think, a Board or Commission will find valuable.

Volunteer Experience

I have volunteered throughout my life. In High School, I volunteered with Habitat for Humanity. In my adult life, I have volunteered with animals. I am currently a volunteer with Saving Grace in Wake Forest, NC.

Education

I am a graduate of Fayetteville Technical Community College's Mortuary Science program.

Comments

[updatedAlexandraKozakFuneralDirectorResume__3_.PDF](#)

Upload a Resume

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Please upload a file

Demographics



Date of Birth

Gender *

☒ Female

Ethnicity *

☒ Caucasian

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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Alexandra Kozak

Funeral Director

Address Raleigh, NC, 27614

Phone (919)-812-2358

E-mail arkozak@icloud.com

Devoted Funeral Director with extensive experience in industry and talent for consoling bereaved families. Patiently counsels families, as well as clients exploring pre-need future funeral options.



Skills

Licensed Funeral Director in North Carolina

Empathy

Interpersonal skills

Organization

OSHA compliance understanding

Sales management

Great Communication Skills

FTC compliance understanding



Work History

Feb 2018 - **Funeral Director**

Current

Brown-Wynne, Mitchell, & Apex Funeral Homes, Raleigh, NC

- Perform a variety of tasks during funerals to ensure services run smoothly and as planned.
- Obtain and complete death certificates and other paperwork.
- Organize and submit obituaries.
- Liaise between hospitals, physicians, county coroner, and members of clergy to coordinate final arrangements.
- Arrange funeral/memorial services for grieving families to meet budget and memorialized instructions.
- Display highest level of professionalism and sensitivity when dealing with grieving family members.

- Secure and filed burial permits and made funeral arrangements.
- Participate in continuous improvement by generating suggestions, engaging in problem-solving activities to support teamwork.

**Feb 2016 -
Jan 2018**

Funeral Service Apprentice

Bright Funeral Home, Wake Forest, NC

- Perform a variety of tasks during funerals to ensure services run smoothly and as planned.
- Participates in arrangements, ceremonies and embalming services.
- Embalm, dress, cosmeticize and casket the deceased.
- Transport the deceased to the funeral home.
- Obtain and complete death certificates and other paperwork.
- Organize and submit obituaries.

**Sep 2014 -
Sep 2015**

Funeral Service Apprentice

Hall Wynne Funeral Service, Durham, NC

- Arranged floral offerings and lights, as well as, deliver the arrangements to the family members.
- Greeted family and visitors.
- Supervised funeral processions.
- Performed administrative tasks.

**Jan 2013 -
Jul 2015**

United States Sales Associate

Golden Considerations

- Promoted pre-need funeral and funding.
- Utilized great communication skills to assemble pre-need funeral arrangements, such as writing an obituary, choosing burial plot and/or method and selecting flowers and music.
- File insurance claims.

**Sep 2013 -
Sep 2014**

Sales Associate

Marriott Corporation, Morrisville, NC

- Managed the front desk by registering guests, assigning room and accommodating special requests.
- Arranged and supervised the transportation for guests.
- Maximized sales for new and repeat customer through designated sales management techniques.

**Nov 2010 -
May 2011**

Preschool Teacher

New Hope Baptist Preschool, Raleigh, NC

- Established and implemented policies and procedures.
- Organized and managed the classroom.
- Fostered an environment for learning.
- Applied interpersonal skills, while meeting with parents, faculty and administration.



Education



May 2017

Associate Degree

Fayetteville Technical Community College - Fayetteville, NC



May 2016

Diploma

Fayetteville Technical Community College - Fayetteville, NC