



## WORK EXPERIENCE

**November 2006-Present KeyTech, a division of Arrowpoint Technologies, Hartford, CT**

**Regional Account Manager/IT Contract/ Permanent Staffing**

Responsibilities include: Assist clients in solving business challenges through technology solutions; establish and maintain relationships with senior-level management; plan daily strategies; address and overcome objections; establish and maintain value of service; negotiate terms such as rates, terms and conditions of contracts; negotiate master contracts with major employers; maintain profitable margins; maintain liaison relationships; extensive client contact; establish and conduct follow-up procedures. Account Manager of the Year 2007. Three New Client Development Awards 2007.

**July 2003-January 2006 Superior Closing Services, Milford, CT**

**Sr. Account Manager/Independent Contractor**

Company provided real estate closing and title search services to mortgage brokers and direct lenders throughout Connecticut. Responsible for maintaining existing accounts and new business development. Self-developed client list consisted of 25 to 30 mortgage brokers and direct lenders. Acted as Closing Agent for refinanced loans averaging 60 to 70 loans per month for well over 1,750 loans within a two and one half year period. Most requested closing agent. Most revenue generated. Significant slowdown in economy

**January 2001-October 2006 Funki Munki Catering, LLC, New Haven, CT**

**Business Development Manager**

A family owned and operated gourmet catering company that provided catering services to individual and corporate clients throughout CT. Business was sold in 2006

**April 2001-April 2002 Advanced Placement, Inc. Milford, CT**

**Professional Recruiter**

Responsibilities included: Personnel recruitment and staffing; developed multiple sources of qualified candidates and clients; conducted market analysis and review of prospective employers; prepared client presentations; planed daily strategies; identified decision makers; addressed and overcame objections; proved value of services; negotiated terms; arranged interviews; maintained liaison responsibilities; conducted follow-up procedures; extensive client contact; established and maintained long-term relationships with client clients and candidates. Company closed due to slowdown in industry

**February 2000-December 2000 The Allied Group, Glastonbury, CT**

**Regional Account Manager/IT Contract/Permanent Placement**

Same responsibilities as below. Top producer consistently. Company closed CT office

**February 1999- December 1999 Linc Systems, Norwalk, CT**

**Regional Account Manager/IT Contract/Permanent Placement**

Same responsibilities as below. Top producer consistently. Company closed CT office

**April 1994-December 1998 Integrated Systems Resources, Hartford, CT**

**Senior Account Manager/IT Contract/Permanent Placement**

Responsibilities included; Assisting clients in solving business challenges through technology solutions (Ecommerce, Datawarehousing, Distributed Application, Inter/Intra/Extranet ); established and maintained relationships with all levels of management; planed daily strategies; addressed and overcame objections; established and maintained value of service; negotiated terms such as rates, terms and conditions of contracts; negotiated master contracts with major employers; maintained profitable margins; maintained liaison relationships; extensive client contact, 40 contractors on billing on average. Generated over \$4M in gross revenue on average.

## Education

B. S. Business / Economics, Southern Connecticut State University, New Haven, CT

A. A. Education, Endicott College, Beverly, MA

Universidad Americana, S.C., Study Abroad Program Mexico, Management

Universite Dijon, Study Abroad Program France, French Culture and Language

Various volunteer positions

Continuous education in self-improvement, spiritual and interior life growth, new thought, and social entrepreneurship