



TALENT IN TRANSITION – JULY 2010

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

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

* Indicates complete resume is on file and available upon request by emailing hthornton@needleseye.org.

Administration / Support

<p>Bassett, Nancy Accounting, Business Administration 804.978.2229 nancykbassett@yahoo.com *</p>	<ul style="list-style-type: none"> • Successful negotiator • Proven problem solver • Analytical mind • Bounty Hunter • Multi-tasking 	<p>A customer service or operations position leveraging my strong customer relation, collections, fraud, investigation, and logistics experience</p>
<p>Edmunds, Bill Administration 804.221.1582 billedmunds@comcast.net</p>	<ul style="list-style-type: none"> • HR, Financial and Risk Management • Strong people skills • Excellent computer skills • Public and private experience 	<p>Senior administrative leader with a proven track record of adding value to growing and progressive organizations. Over 25 years of experience in both public and private industries, including healthcare, defense and state / federal government.</p>
<p>Keating-Boyce, Lisa Recruiter/Staffing/Human Resources 804.627.3275 lisaJeankeating@gmail.com *</p>	<ul style="list-style-type: none"> • Organization skills • Ability to work under high stress • Planning and implementing • Building strong relationships • Developing and facilitating training • Creative, resourceful problem solvi 	<p>To pursue a career as a dynamic full life cycle recruiting professional with a commitment to creative and ethical recruiting.</p>
<p>Neal, Marie P. Paralegal/Human Resources 804.353.3008 mariepneal@aol.com *</p>	<ul style="list-style-type: none"> • Analysis / Administration • Communication • Customer Service 	<p>I excel in distilling & presenting complex information for decision making and have extensive experience communicating with clients and employees at all corporate levels. Certified paralegal.</p>
<p>Teel, Nina C. Administrative Support 804.205.4139 Musiclover500@gmail.com * -</p>	<ul style="list-style-type: none"> • Customer Service • Public Speaking • Microsoft Office 	<p>Seeking a position within a company where I can put my customer service skills and other facets to work. I am flexible and willing to learn something new.</p>
<p>Walker, John Business Administration 804.639.0369; 804.245.1372 walkers4@gmail.com</p>	<ul style="list-style-type: none"> • Project Administration • Customer service • Strong interpersonal skills • Analytical & Results-oriented 	<p>Looking for an opportunity to bring strong value to an employer from a financial and personal perspective.</p>

Financial Services / Insurance / Accounting

<p>Campbell, David P. Investments, Portfolio Management, Corporate Finance, Banking 804.241.6735; 804.254.3855 dpcampbell95@yahoo.com</p>	<ul style="list-style-type: none"> • Securities Analysis • Equity research • Wealth Management • Financial Planning • Project Management 	<p>I am seeking to leverage my securities analysis background in a similar or portfolio management capacity. More broadly, I am open to any banking, credit analysis, or corporate finance opportunities. I have an MBA and am a Chartered Financial Analyst.</p>
<p>Carroll, Mark Accounting 804.537.5742 mcarroll67@comcast.net</p>	<ul style="list-style-type: none"> • Team Player • Reconciliations • Journal Entries • Accounting • Software Experience • Quick Learner 	<p>A professional accounting specialist with 14 years experience. Expertise in account reconciliation, researching data, writing procedures, and analyzing accounts to determine causes of variances</p>
<p>Fergusson, Kim Accounting / Finance 804.683.8278 kimfergusson@comcast.net *</p>	<ul style="list-style-type: none"> • CFO • Financial modeling & Analysis • Debt & Equity Capital • Systems Implementation • Problem Solver 	<p>CFO for a growth-oriented organization. Twenty years of business, strategic planning, systems analysis and finance. Real-estate, long-term senior care, healthcare, and petroleum marketing industries. Solving complex problems with cost effective solutions.</p>

<p>Flanary, Frank Accounting 804.514.7557 frank.flanary@verizon.net *</p>	<ul style="list-style-type: none"> • CFO / CPA • Maintained financial statements • Prepared regulatory reports • Implemented health & retirement benefits • Installed & revamped accounting systems • Coordinated information for outside auditors • Managed accounting department 	<p>CPA with extensive financial management experience with both small businesses and accounting firms. Experience includes positions with a securities broker / dealer and a money management firm. Served as Treasurer and board member on several not-for-profits. Looking for a CFO / controller position with either a company or NFP where I can utilize my accounting and management skills.</p>
<p>Lawton, Dale M. Financial/Investments 804.749.4443; 804.241.0815 dmlaw10@comcast.net</p>	<ul style="list-style-type: none"> • Financial Analysis • Sales Support & Training • Product Management 	<p>Experienced financial professional looking to utilize my knowledge and skills in the financial services industry in a customer service, sales support or product management environment.</p>
<p>Moser, Andrew Financial Analyst 804.447.0690; 804.245.7512 moser4446@yahoo.com *</p>	<ul style="list-style-type: none"> • Financial Analysis • Business Analysis • Management Accounting • Financial Reporting 	<p>7 years experience in business & financial analysis and reporting, with a record of improving a company's decision making through analysis of financial and operating performance information; enable management and operations to maximize asset performance and production and minimize risks. 6 years experience in financial accounting.</p>
<p>Sundlun, Peter Skilled Trades 804.513.5844 petersundlun@gmail.com *</p>	<ul style="list-style-type: none"> • Proven Problem Solver • Accomplished flight crew leader • Expertise in task management • Diversified background 	<p>Experienced professional with expertise in task management, operations, and problem solving. I have a diversified background with nineteen years experience in aviation and ten years in 18th and 19th century art and antiques. I am looking to transfer my skills and experiences into insurance claims adjusting for either homeowners/personal property or aviation.</p>
<p>Winston, W. Henry Accounting/Finance 804.354.0846 arcturus300@hotmail.com</p>	<ul style="list-style-type: none"> • Accounts Payable • Purchasing 	<p>My experience includes 8 years in accounts payable and logistics at Circuit City stores and 5 years in procurement and finance at a state agency.</p>
<h2 style="color: #4F81BD;">General and Executive Management</h2>		
<p>Gregory, Jim Operations 703.677.2100 jlawgregory@gmail.com *</p>	<ul style="list-style-type: none"> • General Management • Brand / Product Management • Strategic Planning / Consulting • Advertising & PR Management • Business Process Improvement 	<p>Senior sales/marketing/operations executive with consistent, quantifiable success at managing brands, cost-effectively growing revenue and enterprise value across a wide range of industries and challenging circumstances.</p>
<p>Smith, Michael C. Executive Leadership 804.677.3447; 804.359.3776 vinoevita@verizon.net</p>	<ul style="list-style-type: none"> • Leadership • Team Building • Strategic Planning • Strategic Marketing • Driving Growth • Acquisitions & Integration 	<p>Senior Executive Leader with broad experience in strategic, marketing, financial and operations management. Successful history of building organizations and driving growth. Collaborative leadership style; proponent of values based leadership.</p>
<p>Stevens, Claude Organizational Development 804.334.3346</p>	<ul style="list-style-type: none"> • Process Improvement • Strategic Planning • Presentation / Communication • Training / Teaching 	<p>Flexible, results oriented professional with solid record of accomplishment in organizational development and operational management. Strong analytical, strategic planning, process improvement, problem solving, and communication skills.</p>

<p>Templeton, Craig Executive Leadership 804.310.0026 craigdtempleton@gmail.com</p>	<ul style="list-style-type: none"> • Proven risk management / crisis management communications. • Facilitator • Strategic planner, organizational alignment & execution. • Award winning 	<p>Seeking a leadership role where there is unrealized potential for growth, profitability and maximizing human potential, and a culture where making work rewarding and fun for employees is valued. Drives growth and fiscal performance with record in both commercial and non-profit fields.</p>
<h2>Graphic Design and Art</h2>		
<p>Crane, Elliot Design Copywriting, Photography 804.787.0602 cranegc@hotmail.com *</p>	<ul style="list-style-type: none"> • Logo and Direct Mailer development • Adobe Creative Suite Knowledge • Event Photography • Copywriting 	<p>Through design, copywriting, and photography, I want to be a part of helping position organizations in the marketplace so that they are most accurately seen by potential clients.</p>
<p>Martin, Cynthia Graphic/Visual Communication Design 804.439.3852 cindyross2@aol.com *</p>	<ul style="list-style-type: none"> • Creative Idea Generation • Graphic, Illustration Design • Creative Layout & Typography 	<p>Use creative design & problem solving skills to create visual print and web marketing to help businesses grow.</p>
<p>Schneider, Bruce Graphics/Visual Arts 770.823.3012 brandplan@verizon.net</p>	<ul style="list-style-type: none"> • Branding Development • Strategic Marketing & Creative • Fortune 500 Experience • Team Development 	<p>Proven marketing leader leveraging creative strategy to drive creative direction. Lead teams and manage vendors. I am the person where the strategic and tactical meet.</p>
<p>Wright, Tom Graphics / Visual Art 804.740.2885 videosolutions@verizon.net</p>	<ul style="list-style-type: none"> • Creative Visuals • Video Production • Training films • Corporate events • Graphic design 	<p>Effectively communicate your message to a wider audience through video presentations. Seminars, training sessions and documentaries</p>
<h2>Human Resources</h2>		
<p>Edmunds, Bill Administration 804.221.1582 billedmunds@comcast.net</p>	<ul style="list-style-type: none"> • HR, Financial and Risk Management • Strong people skills • Excellent computer skills • Public and private experience 	<p>Senior administrative leader with a proven track record of adding value to growing and progressive organizations. Over 25 years of experience in both public and private industries, including healthcare, defense and state / federal government.</p>
<p>Hall, Sandra L., SPHR Human Resources 804.285.1970;804.339.3656 shall8314@juno.com *</p>	<ul style="list-style-type: none"> • Recruitment • Employer/Labor Relations • Training • Benefits-401(k) Administrator • Salary Administrator • Policy Development 	<p>Experienced H.R. Manager with diverse background in all facets of HR and both corporate level and manufacturing environments.</p>
<p>Neal, Marie P. Paralegal/Human Resources 804.353.3008 mariepneal@aol.com *</p>	<ul style="list-style-type: none"> • Analysis/Administration • Communication • Customer Service 	<p>I excel in distilling & presenting complex information for decision making and have extensive experience communicating with clients and employees at all corporate levels. Certified paralegal.</p>
<p>Vallandingham, Dan Human Resources 804.363.4567 danvalland@verizon.net * -</p>	<ul style="list-style-type: none"> • Recruiting • Training & Development • Regional Manager • Excellent Microsoft Skills 	<p>Proactive, results oriented sales and marketing professional with 20 years experience in sales and management in the consumer packaged goods industry. Extensive background in recruiting and training new hires in the classroom and on the job. I am seeking a part-time position in Human Resources.</p>

Information Technology

Bell, Mark J.
Information Technology
 804.798.6649
mjbvohsc@netzero.net
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- Project Management
- Process Improvement
- Business Analysis
- Consulting
- Business Development
- Management

Business-oriented IT project manager and consultant with 11 years' experience. Seeking management, project management, analyst, or business development position in Richmond. Strong healthcare, financial services, and government experience. B.S. from Hampden-Sydney College and an MBA from Vanderbilt University.

Blick, Valerie
Information Systems and management
 804.245.4986
vblick@gmail.com
 *

- Project Management
- Business Analysis
- Process Definition and Audit
- Service Definition and Installment
- Writing (technical and commercial)
- Solution investigation
- Strong analytical skills
- Team mediator
- Communication

My background was in databases and analysis within both production and development environments. I have always "bridged the gap" in organizations between the IT/dev teams and the business owners. My progression into project management and business analysis with a strong client focus was a natural path for me and it is something I love doing.

Manufacturing / Operations / Process Improvement / Quality

Cole, Michael D.
Production/Printing/Packaging
 804.748.5815; 804.382.0225
mrwahoo53@yahoo.com
 *

- Quality end production assurance
- Inspecting boxes for defects
- Packaging expert
- Palletizer

Inspecting, palletizing, banding up pallets and making adjustments to correct defects in the printing packaging field. Shift supervision, maintaining product quality and store cleanliness. Other skills include cash control, bookkeeping, inventory, ordering and scheduling in the fast food business. I am looking for a position in production and manufacturing or restaurant management.

Green, Gerard
Manufacturing / Production / Business
Operations / Quality Control
 804.564.6758
gqrecord2002@yahoo.com

- Hard driven worker

UPS WORLSHIP, FEDEX, DHL COMPUTER BACKGROUND.

Jefferson, Donald
Transportation/Warehousing
Mechanical/Technical
 804.737.2805; 804.382.3554
dqjmcj75@verizon.net
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- DOT Knowledge
- Transportation Equipment Knowledge
- Small Power Tools
- Innovative Thinker
- Results Driven

24 years in the transportation industry as a driver allows me to identify with driver issues and ways to resolve them effectively. 20+ years engaging with customers face to face, troubleshooting and problem solving in a manner that results in their satisfaction and the retention of their business. A work ethic that provides the assurance that my work will be my best regardless of the circumstances.

Sundlun, Peter
Skilled Trades
 804.513.5844
petersundlun@gmail.com
 *

- Proven Problem Solver
- Accomplished flight crew leader
- Expertise in task management
- Diversified background

Experienced professional with expertise in task management, operations, and problem solving. I have a diversified background with nineteen years experience in aviation and ten years in 18th and 19th century art and antiques. I am looking to transfer my skills and experiences into insurance claims adjusting for either homeowners/personal property or aviation.

Marketing / Communications, / Public Relations and Related Fields

<p>Martin, Cynthia Graphic/Visual Communication Design 804.439.3852 cindyross2@aol.com *</p>	<ul style="list-style-type: none"> • Creative Idea Generation • Graphic, Illustration Design • Creative Layout & Typography 	<p>Use creative design & problem solving skills to create visual print and web marketing to help businesses grow.</p>
<p>Ritchie, Mike Advertising, Marketing, Advertising Production 804.840.5219 ritchie.mktg@gmail.com</p>	<ul style="list-style-type: none"> • Advertising development • Market research • Web site development • Print/broadcast media production • Direct response marketing 	<p>Strategic marketing research and project management skills in development and production of multi-channel branding/advertising campaigns utilizing email, direct mail, web sites, web banners, paid media (newspaper, mag, outdoor, TV, radio), collateral, POS, signage, packaging and tradeshow materials.</p>

Ministry and Related Fields

<p>Bey, Qasarah "Q" Social Services, Religious Services, Business Admin 757-621-7334 qbey7@yahoo.com *</p>	<ul style="list-style-type: none"> • Program Development • Group Facilitation • Program Management 	<p>Seeking an opportunity to apply my education, experience and skills in creative and challenging ways. Adept at program and policy development, planning and program management. MDiv, MSW specializing in parent faith education, health and wellness, spiritual disciplines, counseling, and parenting.</p>
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Non Profits / Social Services

<p>Ruszczyc, Lorraine (Lori) Non Profits / Social Services 804.323.3493 laruszczyc@alumni.jmu.edu *</p>	<ul style="list-style-type: none"> • Strong work ethic • Excellent communication skills • Keen attention to detail • Customer and referral services 	<p>An opportunity to work as a family advocate in an educational or community organization that requires strong counseling, referral, and communication skills that will improve the well-being of families.</p>
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Sales / Business Development and Related Fields

<p>Aderholdt, Nannette J. Business Management 804.647.6430 nannettejoy@aol.com</p>	<ul style="list-style-type: none"> • Strong Leader • Management • Human Resources • Computer Skills • P & L Accountability • Financial Acumen 	<p>I am seeking a position where I can apply my extensive experience in customer service, people and task management. I am known as one who gets the job done through clear objectives and achieves revenue and profit objectives. I communicate well and am tenacious and hard working.</p>
<p>Black, Jr., Stanley F. Sales/Customer Service & Business Development 804.839.0637 stan@be-seen.us *</p>	<ul style="list-style-type: none"> • Servant-driven, Solution Selling • Builder of Loyal / Profitable Client Relationships • Articulate, Thoughtful Communicator • Proven, Consistent Results for Employer 	<p>Resourceful, creative and skilled in developing and closing loyal, profitable business relationships. Experienced in the financial, non-profit and product development fields. Highly open to exploring new areas of opportunity, particularly those that help people rebuild their lives and draw closer to God.</p>

<p>Duckworth, Mark Sales Management / Sales 804.378.1640 mcduckw@verizon.net *</p>	<ul style="list-style-type: none"> • Analyzing / Strategic planning • Tactics Implementation • Hiring / Training / Coaching • Presentation skills • Mentoring 	<p>Years of Sales / Sales Management experience in the pharmaceutical industry. Most recent role was a Hospital Accounts Director where I directed all aspects of business within a 2-state district. Responsibilities included goal attainments, operating budget management, business analysis and tactic implementation, hiring, training, coaching, and the development of representatives. Objective is to obtain a position where my skills are needed.</p>
<p>Gallagher, Lindsay Business Mgmt./Hospitality Industry 804.598-2294; 804.400-9551 lindgall@verizon.net</p>	<ul style="list-style-type: none"> • Project/Event Management • Sales Management • Fortune 500 account expertise • Detail oriented • Writing/editing • Problem resolution 	<p>An opportunity to utilize my extensive experience in creative special events, meeting and incentive planning, sales and marketing to grow profits and increase company visibility throughout the marketplace.</p>
<p>Green, Gerard Business Management, Healthcare, Information Tech garecord2002@yahoo.com</p>	<ul style="list-style-type: none"> • Team Player • Organized • Good Communication Skills • Experienced Worker 	<p>Demonstrated ability to learn quickly, be cooperative, and handle multiple tasks. Maintain positive relationships with supervisors and staff, self-motivated with strong organizational, planning, and leadership skills.</p>
<p>Gregory, Jim Sales, Marketing, Customer Service Operations 703.677.2100 jlawgregory@gmail.com *</p>	<ul style="list-style-type: none"> • General Management • Brand/Product Management • Strategic Planning / Consulting • Advertising & PR Management • Business Process Improvement 	<p>Senior sales/marketing/operations executive with consistent, quantifiable success at managing brands, cost-effectively growing revenue and enterprise value across a wide range of industries and challenging circumstances.</p>
<p>Laughlin Jr , Dillard Business Management 804.873.7905 dlaughlinjr@juno.com *</p>	<ul style="list-style-type: none"> • Research and analytics • Project management • Marketing and development • Process improvement 	<p>Well rounded MBA with extensive experience in several Real Estate related industries. Exceptional analytical and project management skills. Strong communication skills. Quick study, able to learn and contribute in rapid timeframe. Seeking to utilize my skills to add value at any and all levels of the enterprise.</p>
<p>Nock, Robert Lee Emergency Preparedness and Response; Operations Management 703.927.8319 robertn21@verizon.net</p>	<ul style="list-style-type: none"> • Emergency Preparedness Analysis / Planning • Risk/Vulnerability Assessment • Operations/Project Management • Microsoft Office • Audio engineering 	<p>Objective: to obtain a position in homeland security and emergency preparedness in a local, state, federal or commercial organization that is compatible with my training in Emergency Preparedness and Response and utilize my extensive management experience.</p>
<p>Owens, Lee Leadership/Management 804.833.1563 cga74@verizon.net</p>	<ul style="list-style-type: none"> • Strategic • Adaptability • Ideation • WOO • Responsibility 	<p>Manager of people, machinery, materials, time, and money, with experience in transportation, law enforcement, search and rescue, logistics, planning, and volunteer operations, with demonstrated success in conception, creation, testing, deployment, and support of specialized applications.</p>
<p>Peed, Ramel Sales 804.665.3171 godslavefree@yahoo.com</p>	<ul style="list-style-type: none"> • Customer service • Inventory control 	<p>Looking for a job in retail sales where I can use my customer service experience to increase the bottom line. Experienced cashier and inventory control clerk.</p>

Pegram, David Sales / Marketing 804.651.0353 strengthe2strength@juno.com	<ul style="list-style-type: none"> • Sales leader by example • Excellent people skills • Dedicated, hardworking • Operated nonprofit ministry 	
Sanchez, Jeff Sales Professional 704.451.0531 lomadinc@yahoo.com	<ul style="list-style-type: none"> • Territory Management • Creative • Closer • C-Level • Problem Solver • Global Thinker 	Experienced in selling to varied buyers from mom and pop to C-level. Brand marketing professional. Supplier and distributor side experience. Skilled presenter. Multi-state territory management.
Simmons, Tracy Healthcare Management 918.230.2353 simmons241@verizon.net	<ul style="list-style-type: none"> • Leadership • Strategic planning • Budgeting • Skill development • Data analysis • Sales growth 	Performance driven leader in the Healthcare Industry, with extensive experience hiring, training, and managing sales team for peak performance. Desire a management / leadership position with a forward thinking, financially stable company.
Spencer, Matt Marketing 804.381.8759 matt.spencer2@gmail.com	<ul style="list-style-type: none"> • Excellent Communication Skills • Project Management • Client Relations • Data Analysis • Strategic marketing 	Experienced Advertising, Marketing and Account Management professional with 4 years of experience in the marketing and advertising industry. Strong communication and interpersonal skills. Have worked with clients in various industries, including real estate, active adult, economic development and business-to-business.
Spitzer, Dan Sales, Marketing & Business Development Professional 804.743.9512 danspitzer@hotmail.com	<ul style="list-style-type: none"> • Account Management • Customized Presentations • Customer Service/Technical Support • Project Planning • Marketing Strategy 	Seasoned professional with over 15 years in sales, marketing and business development. Maintained territories consisting of Industrial, Commercial, Institutional, Hospitality and Government accounts. Skilled in value added selling and exceeding sales quotas.
Woods, Pete Business Management 804.615.1995 peterwoods@yahoo.com *	<ul style="list-style-type: none"> • VB.NET • C#.NET • SQL • FoxPro 	I am an IT professional with over 16 years experience. Programming skills include .NET, SQL, and Visual FoxPro. I was involved in development in all levels of a 3-tier architecture
<h2 style="color: #4F81BD;">Skilled Trades</h2>		
Brown Jr., Ernest Skilled Trades 804.798.5882	<ul style="list-style-type: none"> • MFG Management • Maintenance 	Have extensive experience with maintenance and mechanics: 10 years working at Sonoco Products Company, 25 years at Union Camp and 11 years at RSC Equipment Rental company.
Weatherford, Marshall Engineering/Skilled Trades 804.358.2190 cookekimber@aol.com	<ul style="list-style-type: none"> • Skilled at Carpentry • Surveyor 	18 years of experience in carpentry and 19 years in surveying.
Martin, Cynthia Graphic/Visual Communication Design 804.439.3852 cindyross2@aol.com	<ul style="list-style-type: none"> • Creative Idea Generation • Graphic, Illustration Design • Creative Layout & Typography 	Use creative design & problem solving skills to create visual print and web marketing to help businesses grow.

