

Proven ability to quickly grasp & excel in marketing, sales & public relations*✓Respected & Trusted ✓Intuitively Creative ✓Articulate & Persuasive ✓Sound Judgment***B.A. Communications University Of Arizona GPA 3.42 2007**

- **Major: Public Relations ▪ Minor: Business Administration**
- Honor Societies
 - ♦ Cardinal Key
 - ♦ Sigma Alpha Lambda,
 - ♦ Alpha Lambda Delta
- Awards and Scholarships
 - ♦ University of Arizona Book Scholarship 2004 – 2007
 - ♦ Alpha Delta Pi Outstanding GPA award 2003 – 2005
 - ♦ Crawford Lions Club Book Scholarship 2003
- Activities
 - ♦ Public Relations Student Society of America (PRSSA) 2005 – 2007
 - ♦ Student Government Association 2003 – 2007
 - ♦ Coordination Council for Student Organizations (CCSO) 2004 – 2005
 - ♦ Alpha Delta Pi 2003 – 2007
 - ♦ Ronald McDonald House
 - ♦ Laps for Cystic Fibrosis
 - ♦ Salvation Army Soup Kitchen
 - ♦ NCSC
 - ♦ Phi Sigma Pi
 - ♦ Relay for Life
 - ♦ Boys and Girl Club
 - ♦ Gene Stallings Rise Center

Juniper Marketing Team Account Coordinator April – June 2008

- Paid Internship conducting detailed Market Research
- Developed a “Green Friendly” volunteer program for Wright Electric Co-op

The University of Arizona PR Strategy Director 2007

- Elected to Lead Class Project, “Success by 6” to develop a marketing strategy including:
 - ♦ Focus Groups
 - ♦ Interviews
 - ♦ Surveys
 - ♦ Market Research
 - ♦ Budgets
 - ♦ Timelines

Main Street Central PR Intern Summer 2007

- Took the initiative to land a paid internship in Australia gaining hands on experience in:
 - ♦ Writing Press Releases
 - ♦ Creating Surveys
 - ♦ Publishing Newsletters
 - ♦ Designing Logos
 - ♦ Promoting Events
 - ♦ Getting Sponsors
- Represented Shopping District (80 Retailers) at City Council on a multi-million upgrade

Discovering Relations Vice President 2006

- Selected out of 100 candidates based on leadership & community service
- Responsible for scheduling & assigning Alumni members to meet with prospective students
- Helped plan the annual scholarship fund raising event

RQR Design Assistant Sales Representative 2001 – 2008

- Called on clients locally & sold new clients at the Mid-South Cotton Convention in Nashville
- Used consultative selling techniques, found client needs and developed marketing materials

Proficiencies

- Microsoft: Excel, PowerPoint, Word, Works, Windows
- Other Software: InDesign, Photoshop

*Single, willing to travel, excellent health, outstanding professional appearance***C 515-783-9154****madams@yahoo.com**

Proven ability to quickly learn & adapt to new situations & surroundings - 5 years

✓ *Sound Judgment* ✓ *Respected & Trusted* ✓ *Bi-lingual Spanish* ✓ *Articulate & Persuasive*

B.A. Criminal Justice Southern Methodist University GPA 3.55 2008

- 2nd Major: Spanish ▪ Minor: Sociology & Criminology ▪ Dean's List
 - ♦ Phi Beta Kappa Honor Society ♦ Edward Blounstein Scholar
 - ♦ Chi Alpha Epsilon National Honors Society: Membership Chair
 - ♦ Delta Epsilon Iota Academic Honor Society – Tutored students in various courses
 - ♦ Walk for America
-

Prosper Health Protective Services Officer 2008 – present

- Responsible for the security of the premises and safety of patients and customers including:
 - ♦ Restrain Patients ♦ Sign-in visitors ♦ Metal Detector
 - ♦ Helicopter Pad ♦ Secure doors ♦ Customer Service

New Hope City CSO (Community Service Officer) 2006 – 2008

www.publicsafety.smu.edu/rupd/unit.shtml

- Responsible for foot patrol & bus security, report all suspicious activity
- Manage security desk, sign in students & visitors and handle bag checks

Jonesborough Police Department Internship 2007

- Accompanied uniformed officers on patrol and building checks, high speed chases
- Learned operation of police radio & computer & kept a journal of activities
- Attended weekly officer meetings regarding Patrol results & Q&A on Police responsibilities,
- Visits to Hi-Tech Security Facility, fingerprinting, cell visits

Walter Biddle Attorney at Law Secretary 2005

- Interfaced with clients by phone & in person, took detailed messages
- Proofread, copied and filed important documents

Copper and Jones, ESQS Secretary 2005

- Worked closely with two outstanding attorneys involved in criminal law
- Became familiar with legal terminology

Commerce Bank Teller 2003

- Handled deposits, cashed checks, referred customers to correct department for services

Note: *Interest in police work and criminology sparked by Godfather who is in U.S. Secret Service*

Graduate Walter Mann High School 2004

- Salutatorian ▪ National Honor Society ▪ Big Sister Program for new students
- Attended Youth Police Academy received a certificate of completion
- Member varsity women's soccer team

Memberships

- SMU Unidos Estudiantil Puertorriquena 2005 – Present
- EOPSA (Educational Opportunity Program Student Association) 2004 – Present
- EOP (Educational Opportunity Fund) 2004 – Present

Proficiencies Microsoft: Outlook, PowerPoint, Word, Windows

- Languages: Fluent Spanish speaking and writing
- Cultural Experience: Close friends (Arabic, Hindi & Chinese)

Single, excellent health, outstanding professional appearance

C 469-892-3654

nancya2010@hotmail.com

Proven ability to successfully work with Military, Government & Civilian organizations

✓ *Respected & Trusted* ✓ *Sound Business Judgment* ✓ *Relates well with Top Execs* ✓ *Strong Leader*

Jacobs ASG www.jacobs.com www.jacobstechnology.com a \$9 billion Technical Services Firm

Project Manager

2006 – Present

- Eliminated a backlog of 300 track vehicles & quickly moved them to the US from Kuwait
- Researched documents & established relationships with all parties involved on site & USA
- Presented & successfully carried out a detailed plan of action for each type of vehicle
- Continued Liaison with Military, Civilian & Government on refurbishment of armored vehicles

L3 Communications GSI www.l-3gsi.com **Sr. Instructor**

2006

- Trained 120 in Iraq via OJT & Classroom on Automated Logistics Systems
- Designed & used PowerPoint presentations, hands on training & testing for aptitude
- Developed & produced seminars for military, civilian & government personnel
- Created systems to identify & resolve logistics systems' problems wherever located

L-3 Vertex Aerospace www.l-3vertex.com **Sr. Supply Manager**

2003 – 2005

- Responsible for logistics of 109 Helicopter Mechanics & support personnel and:
 - ♦ Vehicle movement & repair
 - ♦ Heavy Equipment support
 - ♦ Repair parts procurement
 - ♦ HVAC acquisition & repair
 - ♦ Generator maintenance
 - ♦ Construction material
 - ♦ Waste disposal
 - ♦ Fuel & other Supplies
- Supervised civilian contractors (supply & warehouse technicians & operators)
- Trained and cross trained all staff & participants in the latest supply techniques

U.S. Army & Army National Guard **Sergeant Major (2001)**

1982 – 2003

Note: Rapidly promoted to positions of increasing responsibility and authority

Assistant Program Coordinator

(2001 – 2003)

- Manage 21 family assistance centers with a budget of \$1.6 million & staff of 30 including 3 mid Managers, 6 office staff & 21 center managers
- Preparing families for military life and functioning when a soldier is sent overseas
- Aid in preparation of training & programs covering Human Relations activities of:
 - ♦ Finances & Supply
 - ♦ Office Organization
 - ♦ Personnel records
 - ♦ Evaluation

Supply Manager

(1993 – 2001)

- Supervision of \$100,000 in supply purchases and inspections of \$285 million in property
- Managed a 40-piece band (Scheduling, transportation, lodging, meals, equipment)

MBA

Touro University International

GPA 3.92

2002

- Major: IT Management

B.S. Sports Science

Texas State University

GPA 3.89

1996

- Major: Health & Fitness Management
- Summa Cum Laude
- Dean's List 1995, 1996

A.S. General Studies

Vincennes University

1992

Training, licenses & Certifications and Awards: See Addendum

Proficiencies

- Microsoft: Access, Excel, Outlook, PowerPoint, Word, Windows '98/NT/XP

Single, willing to travel, excellent health, outstanding professional appearance

C 713-111-1111

kellyb@yahoo.com

ADDENDUM**Areas of High Competency**

- Logistics, Inventory, Stock Control & Supply
- Maintenance & Repair processes, scheduling, coordinating & supervising
- Transportation/Shipping (Air, Water, Rail, Trucking)
- Briefing VIP's & High Level Personnel
- Project/Site Management
- Organization & Communication
- International Cultures, Germany, Iraq, Kuwait
- Human Resources/Personnel – Mentoring, Management & Leadership
- Multi-Tasking, cool under pressure
- Polished Public Presenter & Speaker – Articulate & Persuasive

Military Training

- US Army Sergeants' Major Academy 2003
- Army Masters Fitness Training Course 1993
- US Army Quartermaster School 1990
 - ◆ Advanced Noncommissioned Officer Course – Supply/Logistics
- US Army Quartermaster School 1987
 - ◆ Basic Noncommissioned Officer Course – Supply/Logistics
- US Army Quartermaster School 1983
- US Army Transportation School 1982
 - ◆ Motor Transportation Operator

Training and Certificates

- Standard Army Maintenance System (SAMS)
- Standard Army Retail Supply System (SARSS)
- Packaging and Handling of ESDS Items Course (AIPD)
- Defense Basic Preservation and Packing Course (AIPD)
- Defense Marking for Shipment and Storage Course (AIPD)
- Defense Packing Data Systems Course (AIPD)
- Hazardous Materials Handling Course (AIPD)
- Defense Reutilization and Marketing Course (AIPD)
- Forklift Operator (military & Commercial / 10K and below)

1897 Bradley Dr., Atlanta GA 30909
Vanedwards05@yahoo.com

Veteran 5 Point Preference

C 401-222-2222
H 401 333-0000

18 years in Aircraft Maintenance & Inspection

- ✓ *UH-60A/L Helicopters* ✓ *Corporate Aircraft* ✓ *FAA A&P License*

Technical Inspector **L-3 Vertex** **07/Jan/2005 – Present**

8001 Mid America Blvd., Suite 500, Oklahoma City, OK 73135

Supervisor: Robert Jones/1-800-788-8100

Full Time Salary: \$150,000.00 annually

- Responsible for all aspects of repair and modifications during contracted services:
 - * Incoming Inspections
 - * In-Progress Maintenance
 - * Final Inspections
 - * Functional & Operational Testing
- Ensure compliance with Specification Standards & Technical Data (TB's, SOF messages, TM's)
- Approve or reject work accomplished by team(s) mechanics
- Inspect and maintain records to ensure equipment meets calibration requirements
- Ensure UH-60A/L aircraft forms & historical records are in compliance with DA Pamphlet 738-751

Aircraft Mechanic A&P II **Lockheed Martin/ DS2** **30/Aug/2004 – 31/Dec/2005**

BLDG 840 Hunter Army Airfield, Ga. 31409

Supervisor: Billy Norton 912-352-6469

Full Time Salary: \$49,370.00 annually

- Performed RESET, scheduled & unscheduled inspections on UH-60A/L helicopters:
 - * Operational Testing
 - * Field Service Maintenance
- Diagnosed malfunctions in aircraft subsystems; troubleshooting
- Prepared forms and records related to aircraft maintenance in accordance with ULLS-A program
- Provided technical guidance to maintenance personnel
- Evaluated maintenance operations & compliance with safety procedures and operational policies

Aircraft Mechanic A&P II **General Electric Aircraft Engine Services** **29/May/1997 – 27/Aug/2004**

Garrett Aviation, 1550 Hangar Rd. Augusta, Ga. 30906

Supervisor: Randy Smith 706-793-5605

Full Time Salary: \$45,577.00 annually

- Performed heavy (A,B,C) maintenance inspections, troubleshooting and unscheduled repairs on corporate aircraft airframes and engines; primarily Dassault Falcon Series aircraft:
 - * 5050/EX 39,700lbs tow
 - * 900/900EX 49,000lbs tow
 - * 2000/2000EX 42,200lbs tow
- Adhered to FAA policies and regulations including ISO 9002 implementation
- Maintained a zero OSHA Reportable Accident Rate

Helicopter Mechanic (SGT/E-5P) **U.S. Army** **11/Jul/1988 – 06/Mar/1996**

Ft. Carson, Co. 80913

Supervisor: SFC. Dunn 719-526-5819

Full Time Salary: \$18,050.00 annually

- As Crew Chief and Team Leader, responsible for all aircraft maintenance of UH-60A helicopter
- Trained and supervised several entry level mechanics
- Evaluated operations for compliance with technical manuals, safety and work standards

B.S. Professional Aeronautics (in process) **Embry-Riddle Aeronautical University** *Expected: 2008*

Daytona Beach, Fl. 32114

A.A.S. Aviation Maintenance Technology **Pikes Peak Community College** **1997**

Colorado Springs, Co. 80906

H.S. Graduate **T.W. Josey High School** **1988**

Augusta, Ga. 30906

Aviation Safety Inspector

Vacancy Announcement #ASO-AFS-07-B673-90827M

Van Edwards

SSN xxx-xx-1702 (U.S. Citizen)

1897 Bradley Dr., Atlanta GA 30909

Vanedwards05@yahoo.com

Veteran 5 Point Preference

C 401-222-2222

H 401 333-0000

Licenses/Certifications

- FAA Airframe & Powerplant License **Aviation Ground School of America** 1993 - Present
- FCC Federal Communications Commission **United States Army** 2005 - Present
- Flight Safety Maintenance Certification - Dassault Series Aircraft 1998-2003

Relevant Training:

- 2004: OSHA
- 2006: HAZMAT
- 2006: ANSI/ISO/ASQ 9001-2000

Proficiencies

- DA Pamphlet 738-751
- ISO 9002 Compliance
- ULLS-A, Unit Level Logistics System-Aviation
- *Microsoft:* Excel, PowerPoint, Outlook, Word

Proven ability to successfully lead teams of engineers in problem solving - 18 years

✓*Intuitively Creative* ✓*Polished Public Speaker* ✓*Respected & Trusted* ✓*Strong Team Leader*

Chrysler

www.chrysler.com

1991 – Present

Note: Continually promoted to positions of increasing responsibility and authority

Manager (MCM) Material Cost – Powertrain (2007 – 2009)

- Entrusted with developing top management reports on quality and cost reduction
- Steeped in bumper to bumper chassis design, repairs and quality improvements
- Recruit, interview, hire 6 direct reports, train, mentor, motivate, evaluate, promote & fire (2)
- Saved \$202 million in '07 by managing idea generation teams of 10-300 people
- Lead the teardown of competitor’s vehicles & power trains to generate ideas for cost savings
- Identify trends and give strategy input in discussions with top management
- Called on for presentations & speeches at special meetings, conferences & conventions

Supervisor Powertrain/Fire Investigations, Vehicle Safety Office (2003 – 2007)

- Responsible for pulling together teams to quickly solve targeted issues such as:
 - ♦ Powertrain Fires
 - ♦ Accessory Belts
 - ♦ Supplier Problems
 - ♦ Cost Avoidance
 - ♦ Warranty Issues
 - ♦ Plant Process Issues
 - ♦ Recall Issues
 - ♦ Electronic Systems
 - ♦ Service Procedures
- Considered the **GO TO** leader with the ‘**never quit**’ attitude to resolve hot issues
- Averaged 15% - 35% savings by developing low cost alternatives to expensive recalls
- As primary contact with Fed. Govt. supervised 4 investigators on NHTSA questions
- Worked with dealer service departments, suppliers & Governments (state & international)
- Utilized **Black Belt Shainin** methodology to make sure all areas were fully investigated
- Saved \$9 million by creatively reducing cost on various components

Supervisor, Design, & LX PT Launch Coordinator (1998 – 2003)

- Pre-planned launch of a new vehicle with suppliers including assembly instructions
- Increased quality improvements up to 50% per year
- Led engineering groups to make engine designs more robust
- Improved methodology of communications across platforms, between plants & organizations
- Cut labor costs 10% by improving the process methodology & timing
- Developed an engine oil sequence test adopted by all US & international manufacturers
- Met with suppliers and substantially improved quality & timing of process & machining
- Created system to resolve problems on returned engines in a 72 hour turnaround timeframe

Resident Engineer (1996 – 1998)

- Proactively resolved major design issues internally & with suppliers on areas such as:
 - ♦ Chassis
 - ♦ Electrical Systems
 - ♦ Powertrain
 - ♦ Diagnostics
- Designed a system that recorded and reduced reporting times 75% on failure results

(LH) Powertrain Launch Coordinator & Design Engineer (1995 – 1996)

Calibration Engineer (1992 – 1995)

Design & Calibration Engineer (1991 – 1992)

M.S. Mechanical Engineering	Oakland University	GPA 3.3	2001
B.S. Mechanical Engineering	Wayne State University	GPA 3.5	1994
Auto Mechanics	Motech Automotive Education Center	Certificate	1982

See Addendum for extensive training, proficiencies & special accomplishments

Happily married, willing to travel, excellent health, outstanding professional appearance

C 234-456-7890

raymadden@yahoo.com

Proven ability to successfully assimilate & evaluate highly technical information - 15 years*✓Trusted & Respected ✓Concise Communicator ✓Instinctively Creative ✓Problem Solver***Albert Einstein Hospital Biomedical Research Fellow 2006 – 2010**

- Recruited, interviewed, hired, trained & mentored a staff of six on Grants of \$50-200,000
- Integrated research with patients, neurologists & physical & occupational therapists on:
 - ♦ Rehabilitation of stroke
 - ♦ Virtual-reality treatments
 - ♦ Robotic force-feedback
 - ♦ Therapeutic regimens
- Selected as “*Mentor of the Year*” by the Department of Health Services – 2007
- Peer Review “*Scientific Merit Award*” – 2009 ▪ “*Einstein Society Award*” – 2009

Penn State University Market Research Analyst 2004 – 2006

- Established new degree offerings as the Lead Analyst & Marketing Model Developer
- Saved an estimated \$150,000 via data collaboration with Eduventures & the U.S. Census
- “*Volunteer of the Year*” HIAS and Council Migration Service – 2005
- Had qualitative competitive analyses utilized in the university’s strategic planning, including
 - ♦ Cluster & Discriminate analysis for customer segmentation
 - ♦ Regression-based modeling of key workforce indices

Penn State University Research Assistant 2003 – 2006**Laboratory for Cognition and Action – Psychology Department**

- Researched, designed & presented results on multiple robotic devices at 7 conferences
- Hired, trained & mentored 20 assistants working on neuroanatomic limb functions
- Received “*The Alumni Dissertation Award*” – 2005
- Note: Selected to work as a Graduate Teaching Assistant in 2004

Arizona Veteran’s Admin. Research Specialist 2002 – 2003

- Developed strategic planning to utilize evaluation of vision lab rehab program
- Stressed quality of care and inherent cost savings available

University of Arizona Graduate Teaching Assistant 1995 – 2001

- Taught classes of 20-100 and individually mentored 30 students
- Developed interactive learning activities for complex concepts such as
 - ♦ Neuroscience
 - ♦ Statistics
 - ♦ Research Design
 - ♦ Programming
- Recipient of two teaching awards & Certified in university teaching & advanced writing skills

Center for Consciousness Studies Research Assistant 1997 – 2002**Additional positions held included Lab Research Assistant Neuropsychology Lab****Graduate Research Assistant Women & Family Studies and Amnesia & Cognition Unit****NRSA Postdoctoral Fellow University of Pennsylvania School of Medicine 2009****Ph.D. Cognitive Psychology Penn State University GPA 4.0 2006****M.A. Cognitive Psychology University of Arizona GPA 3.8 2002****B.S. Psychology & Human Development California Polytechnic State University 1994**

- *Minor – Computer Science* ▪ *Dean’s List* **GPA 3.4**

For Proficiencies, Awards, Accomplishments, Technical Skills & Internships see detailed CV*Happily married, willing to travel and relocate, excellent health, outstanding professional appearance***C 742-222-4444****alicedm22@gmail.com****H 742-666-4444**

Curriculum Vitae - 1**Honors and Awards**

- Exceptional BAW Community Outreach, Society for Neuroscience newsletter, 2009
- Peer Review Scientific Merit Award, Basic Research, Albert Einstein Healthcare, 2008
- Einstein Society Award, Primary Investigator, Albert Einstein Healthcare, 2008
- Society for Neuroscience Postdoctoral Trainee Award, Philadelphia Chapter, 2007
- NIH Extramural Loan Repayment Program Award, Primary Investigator, 2007
- Alumni Dissertation Award, Penn State University, Alumni Association, 2006
- Student-Nominated 'Favorite Instructor', Commencement Recognition, UA, 2002
- Outstanding Graduate Teaching Assistant Award, Social Behavior Sciences, UA, 1999
- Outstanding Graduate Teaching Assistant Award, Board of Trustees, UA, 1999
- Dean's List/Honor Roll, Cal Poly, 1993 – 1995

Ad Hoc Reviewer

- Journal of Motor Behavior
- Journal of Cognitive Neuroscience

Selected Publications

Merrit, A. & Rosenbaum, D. (2009). Going with your feelings: Why is haptic tracking so easy? Manuscript under submission.

Nagelkerke, P., Merrit, A., Chua, R., Rosenbaum, D., & Franks, I. (2009). Haptic tracking with low shear force stimulation. Manuscript under submission.

Merrit, A., Buxbaum, L., Duff, S. (in press). The impact of left hemisphere stroke on force control with familiar and novel objects: Neuroanatomic substrates and relationship to apraxia. *Brain Research*. doi: 10.1016/j.brainres.2009.11.034

Kapur, P., Premakumar, S., Jax, S.A., Buxbaum, L.J., Merrit, A.D., Kuchenbecker, K.J. (2009). *Vibrotactile feedback system for intuitive upper-limb rehabilitation*. In Proceedings, IEEE World Haptics Conference, 621-622.

Rosenbaum, D., Cohen, R., Merrit, A., Jax, S., Meulenbroek, R., van der Wel, R. & Vaughan, J. (2009). The posture-based motion planning framework: New findings related to object manipulation, moving around obstacles, moving in three spatial dimensions, and haptic tracking. *Advances in Experimental Medicine and Biology*, 629, 485-497.

Merrit, A., Buxbaum, L., & Rizzo, S. (2008). *The Virtual Reality Lateralized Attention Test: Sensitivity and validity of a new clinical tool for assessing hemispatial neglect*. In Proceedings, IEEE Virtual Rehabilitation, 77-82.

Merrit, A., Nagelkerke, P., Chua, R., Franks, I., & Rosenbaum, D. (2007). *Pursuit tracking signals in haptic tracking: The role of shear forces and stimulus predictability*. In Proceedings, IEEE World Haptics Conference, 176-181.

Rosenbaum, D. A. & Merrit, A. D. (2004). The motor system computes well but remembers poorly. *Journal of Motor Behavior*, 36, 390-392.

Selby, M., Ling, N., Williams, M. & Merrit, A. (1998). Interferon beta 1-B in verbal memory functioning of patients with relapsing-remitting multiple sclerosis. *Perceptual & Motor Skills*, 86, 1099-1106.

Curriculum Vitae Addendum - 2**Consulting Projects**

- | | | |
|--|----------------------------------|-------------|
| ▪ Fort Wayne Women’s Business Centers | Data Management Consultant | 2004 – 2005 |
| ▪ American Express International | Econometrician | 2001 – 2003 |
| ▪ Center for Image Processing in Education | Instructional Material Developer | 2001 – 2002 |
| ▪ University of Arizona | Statistical Consultant | 1997 – 2002 |
| ▪ Family Life Radio Network | Survey Analyst Consultant | 2004 – 2004 |
| ▪ Cal Poly University | Instrument Consultant | 1995 – 1995 |

Proficiencies

- Microsoft: Access, Excel, Outlook, PowerPoint, Word, Windows, Visual Studio
- Other: Signal Analysis, Psychophysics toolboxes, Unix shell scripting, OpenHaptics and
 - ♦ Matlab
 - ♦ Labview
 - ♦ C/C++
 - ♦ Java
 - ♦ SQL
 - ♦ Perl
 - ♦ Php
 - ♦ OpenGL
 - ♦ SPSS
 - ♦ R
 - ♦ Visual Basic
 - ♦ MRICron
- Analysis:
 - ♦ Phase
 - ♦ Frequency
 - ♦ Kinematics
 - ♦ Filters/smoothing
 - ♦ Grasp kinetics
 - ♦ Peak EMG
 - ♦ RMSE
 - ♦ Procrustes
 - ♦ Whole Brain
 - ♦ MRI lesion
- Hardware:
 - ♦ Optical position trackers
 - ♦ Magnetic position trackers
 - ♦ Load cells
 - ♦ force-torque sensors
 - ♦ Eye trackers
 - ♦ EMG
 - ♦ Graphic Tablets
 - ♦ Force-feedback robots
 - ♦ Rotary & Linear motors
 - ♦ Pressure sensors
 - ♦ Accelerometers
 - ♦ Solenoids
 - ♦ Air jets
 - ♦ DAQs
- Languages: Spanish – 3 year degree
 French – 3 year college level training
 Chinese – 1 semester

Internships & Scholarships

- Society for Neuroscience Chapters Postdoctoral Trainee Travel Award \$2280, 2007
- NRSA Biomedical Fellowship, UPenn, Physical Medicine & Rehabilitation, 2006
- Travel Award, Don Trumbo Psych Dept. Student Research Fund \$250, PSU, 2006
- Travel Award, College of Liberal Arts, Research & Grad Studies, \$250, PSU, 2006
- Alumni Dissertation Award, \$5,000, Penn State University, Alumni Association , 2006
- Graduate Fellow, Penn State University, Graduate College, 2003
- Scholarship to Quantum Approaches to Consciousness, Flagstaff, AZ, 1999
- Scholarship to Consciousness Studies Summer Institute, Kalamazoo, MI, 1998
- Fort Worth Transportation Authority Scholarship, \$3,000, Cal Poly, 1993 -1995
- Note: Earned 100% of all Tuition and expenses

Curriculum Vitae - 3**Advanced Education detail**

- University of Pennsylvania School of Medicine 2006 – 2009 Philadelphia, PA
NRSA Postdoctoral Fellow – Biomedical Program
- Penn State University 2006 University Park, PA
Ph.D. Cognitive Psychology / Emphasis – Human Motor Control / GPA 4.0
- University of Arizona 2002 Tucson, AZ
M.A. Cognitive Psychology / Minor –Cognitive Neuroscience / GPA 3.8
- California Polytechnic State University 1995 San Luis Obispo, CA
B.S. Psychology & Human Development / Minor – Computer Science / GPA 3.4
- Allan Hancock Community College 1992 Santa Maria, CA
A.A. Liberal Arts / GPA 3.9

Leadership and Service

- Reviewer, Peer Review Committee, Albert Einstein Healthcare Network, 2009
- Registered Trainer, MIS Preceptor Program, U. Arizona, 2000 – 2001
- Head Representative, Psychology Grad Student Council, 1998 – 2002
- Committee Member, Center for Consciousness Studies, U. Arizona, 1997 – 2002
- Production Officer, Poly Ink, Cal Poly State U. 1993 – 1995
- Associated Student Body President, Highline College, 1990 – 1991
- Council Member, Associated Student Body, Highline College, 1990
- Exhibit Developer, Franklin Science Institute, Brain Awareness Week, 2008-9
- Mentor of the Year, 2008, Dept. of Health Serv., Achieving Independence Center, 2006-8
- Volunteer of the Year, 2007, HIAS and Council Migration Service, ESL Program, 2006-7
- Volunteer, CARIE, Long-Term Care Ombudsman Program, 2006-7
- Elected Head Student Rep., U. of Arizona Psychology Faculty Senate, 1998-2002
- Chairperson, Teaching Advocacy Committee, University of Arizona, 1998-2002

Civic & Community Activities

- Exhibit Developer, Franklin Science Institute, Brain Awareness Week, 2008 – 2010
- Volunteer, Philadelphia Chapter of the Society for Neuroscience, 2007 – current
(Developed exhibit on Ben Franklin's contributions to neurology for science museum)
- Mentor of the Year, 2008, DHS, Achieving Independence Center, 2006 – 2008
(Mentored foster kids to help them transition from foster care to adulthood)
- Volunteer of the year, 2007, HIASPA Migration Service, ESL Program, 2006 – 2007
(Tutored immigrant families in English)
- Volunteer CARIE, Long-Term Care Ombudsman Program, 2006 – 2007
(Patient advocate and facility evaluator for elderly in long-term care)
- Volunteer, Penn State Outreach, WPSU PBS, Scholastic Scrimmage, 2005 – 2006
(Prepped scholastic teams for televised academic bowls)
- Volunteer, VA Health Care System, Blind Rehabilitation Unit, Recreation 2002 – 2003
(Organized recreational activities over the weekend for inpatient veterans)

Proven ability to successfully analyze, strategize & implement business development plans

✓ *Sound Judgment* ✓ *Respected & Trusted* ✓ *Instinctively Creative* ✓ *Strong Team Leader*

NEG www.neginc.us **Director Business Development** **2009 – present**

- Acting Inventory/Supply Chain Specialist to identify problems & best practices for DOD
- Conducted requirements gathering, scoped project (Industry specific Wii game) and
 - ♦ Bid Design
 - ♦ Outsourced Programming
 - ♦ Managed Customer Expectations
 - ♦ Coordinated Hardware Integration
- Help develop interactive training modules for Armed Forces Personnel

MITRONEX www.mitronex.com **Business Development Manager** **2005 – 2009**

- Increased sales 100% in 21 months & reestablished brand as Market Leader
- Managed 500 customers & brought in 200 new business opportunities with:
 - ♦ Government
 - ♦ Nuclear
 - ♦ Chemical
 - ♦ Petrochemical
 - ♦ Defense Facilities
 - ♦ Energy Producers
 - ♦ Environmental
 - ♦ Food & Beverage
 - ♦ Pharmaceutical
- Initially exceeded quota by 53% and then increased business to over \$1.75 million
- Key in developing national Marketing Strategies & restructuring sales motivation & quotas
- Produced marketing materials and leveraged new technology to meet customer needs
- Determined potential market for new products, prepared 90-day forecasts & EERP data

GIRS www.girste.com **Regional Account Manager** **2002 – 2005**

- Increased sales 1200% from \$100,000 to \$1.25 million in a 3 state area utilizing
 - ♦ Market & Product Analysis
 - ♦ Manufacturer Recruitment
 - ♦ Third-Party Architects
 - ♦ Product Solution Design
- Attended sales and equipment training by the 15 manufacturers represented
- Competed with other rep firms and manufacturers direct sales forces & catalogue sales
- Developed manufacture-specific marketing strategies & sales plans for organizations like
 - ♦ Biotechnology
 - ♦ Research Labs
 - ♦ Hospital's
 - ♦ Academic Labs
 - ♦ Oak Ridge Labs
 - ♦ Pharmaceutical Firms
- Developed annual business unit strategic sales and expense management plans

MBA **University of Virginia, Darden School** **2009**

- ♦ Strategic Business Planning
- ♦ Product positioning & Deployment
- ♦ Product Design & Development
- ♦ Innovative Market Development
- ♦ Market Share Projection
- ♦ Decision Analysis

Cardiovascular Sciences **Baylor College of Medicine** **2001****B.A. (Pre-Med)** **John Hopkins University** **GPA 3.14** **2000**

- Blue Key Society
- Alpha Epsilon Pi Fraternity
- Actor/Director Student Theater

Relevant Training

- Strategic Business Development American Management Association 2008
- 7 Habits for Highly Successful People Franklin-Covey 2002
- Sales Courses (3) from Basic to Closing C-level Customers Dionex

Proficiencies

- Microsoft: Access, Excel, Outlook, PowerPoint, Publisher, Word, Works, Windows,
- Lotus Notes & Wordpro and Crystal Ball, Mathematica, Matlab; Soundforge, FL Studio
- Imaging/Video: Photoshop, Avid, Pinnacle, Vetgas Pro; CAD: Autodesk
- Oracle, Goldmine, Salesforce.com, ACT
- Languages: Spanish, moderate

Happily married, willing to travel or relocate, excellent health, outstanding professional appearance.

C: 756-977-2424

wtmorris@sbcglobal.com

H: 234-789-4545

Proven ability to successfully staff and manage sales & operations teams - 20 years

✓*Strong Team Leader & Player* ✓*Sound Judgment* ✓*Driven & Detailed* ✓*Trusted & Respected*

Smith & Holder www.sholder.com **Customer Service & Collections** **2008 – Present**

- Reduced 30, 60, & 90 day delinquencies by over 8%
- Handled service calls from clients regarding home purchases and mortgages

Dell www.dell.com **1995 – 2007**

Note: *Continually promoted to positions of increasing responsibility and authority*

Sales (2007)

- Exceeded sales quotas of computers, software & peripherals to schools in Texas
- Worked with support groups in various areas to meet the client's needs
 - ♦ Software
 - ♦ Enterprise Sales
 - ♦ Finance
 - ♦ Peripherals
 - ♦ Technical

Sales Manager (2006)

- Increased close rate by 22% through mentoring & motivating Area Managers
- Promoted to introduce Dell sales systems to Central America & Mexico
- Interviewed 25 candidates & hired 4 Sales Account Managers (promoted 2)

Sales Coach (2005 – 2006)

- Recruited, interviewed, hired, trained, mentored, motivated & promoted a staff of 35
- Doubled sales of servers by sales team, exceeding all metrics

Sales (2003 – 2005)

- Averaged 151% vs. 128% attainment of peer group of 86 becoming top performer

Supply Chain Specialist Sr. and Inventory Analyst (1998 – 2003)

- Attained 103% in Production Plans average with no down time

Customer Service Manager and Materials Manager (1995 – 1997)

- Reduced inventory from 121 days to 9 days of supply inventory & still met all needs
- Interviewed, hired & trained 3 Inventory Control Specialists & 2 Customer Service Reps

Prior positions: Xerox & Texas Instruments in Purchasing & Production Control

B.S. Production Industrial Engineer Instituto Tecnológico de Aguascalientes GPA 3.44 1987

Training

- APICS, *Mexico and USA*
- BPI, Yellow Belt Certification – Dell
- Radio and TV Announcer – Certified

Proficiencies

- Microsoft: Access, Excel, Outlook, PowerPoint, Word, Windows
- Other Software: Lotus Notes, Inventory Control
- Languages: Fluent Spanish and English

Happily married, willing to travel and relocate, excellent health, outstanding professional appearance

C 897-456-3535

jportez@gmail.com

H 778-989-9090

Proven ability to successfully work across departmental & client lines - 17 years

✓ *Trusted & Respected* ✓ *Bottom Line Oriented* ✓ *Strong Team Leader* ✓ *Technically Proficient*

Texas Instruments www.ti.com

1992 – 2009

Note: Continually promoted to positions of increasing responsibility and authority

Business Analyst (2002 – 2009)

- Defined & deployed ASIC software to service 100 Customers (Value \$1 Billion) in USA & England France Germany Taiwan India South Korea Israel Sweden
- Improved learning curve by 30% for 20 major client teams through system design
- Resolved issues with internal & external design & development teams and EDA vendors
- Saved 2 days of cycle time per issue using ASIC tool suite early in design process

Manager Customer Service (1995 – 2002)

- Recruited, interviewed, hired, trained, mentored, evaluated for promotion a team of 7
- Maintained 96% customer approval by continually improving the design flow process
- Reduced problem resolution 3 days by merging production & development ticket systems
- Improved relationships with vendor managers (Synopsys, Mentor Graphics & Cadence)

Manager Software Support (1992 – 1995)

- Hired & trained an engineering support team of ten for the government defense programs
- Researched, reviewed, bid out and purchased over \$50 million in software & hardware
- Wrote the software section of the Computer Aided Engineering (CAE) Document
- Held Secret Clearance

Note: Prior experience with TI from 1978 to 1991

B.S. Math – Minor Computer Science

GPA 3.49

University of Texas

Awards & Community activities

- Quality Award, TI Defense Systems Electronic Group – Peer nominated
- United Way Cost Center Coordinator, Texans for Life, Church Treasurer

Proficiencies (see addendum for additional training)

- Microsoft: Access, Excel, Outlook, PowerPoint, Word, Windows server
- Magma's Mantle/Talus Logic
- Other Software: Remedy, Heat
- PC ▪ DOS ▪ C & C++ ▪ ftp ▪ Tcl
- SUN ▪ HTML ▪ Firefox ▪ PGP
- Unix ▪ Basic ▪ IE ▪ Visio 2007
- Solaris ▪ Perl ▪ SQL ▪ TWiki
- Cadence Verilog ▪ Synopsys Design Compiler
- Linux Redhat ▪ SharePoint 2003/2007
- QuickBooks ▪ MS Expression Web Designer

Expertise

- Software Project Management
- Knowledge Base Systems
- Ticketing Systems
- Customer Program Management
- Technical Documentation
- Troubleshooting
- Configuration Management
- Software Standards
- ITIL concepts
- Training & SDLC

Happily married, willing to travel and relocate, excellent health, professional appearance

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Training Addendum

- Time Management
- Juran Natural Work Group Training
- Basics of Supervision
- Effective Teams Program for Managers
- Intro to MS Dos
- Intro to Artificial Intelligence Overview
- Quality Improvement Workshop for Managers
- Leadership Development Workshop
- Ethics Awareness
- Daisy Design Entry
- PC Schematic Capture
- PC PWB Layout
- Daisy Logic Simulation
- Software Requirements & Specifications
- Software Methodology
- Software Project Management
- How to Give Exceptional Customer Service
- Communication: Making the Difference
- System Engineering Workshop
- Design for Six Sigma
- Introduction Unix
- Software Six Sigma – Prologue
- LIBRA Configuration Mgmt for Software Developers
- Seven Quality Control (SC) tools
- The Empowering Leader
- Behavioral Interviewing
- Semiconductor Processing Overview
- Test Patterns from A – Z
- Accelerating Change Workshop
- Intro to HTML
- United Way Coordinator Training
- Advanced Project Mgmt for Integrated Projects
- The Competitive Edge – Personal Mktg
- Leadership I
- Development and Performance Mgmt
- Leadership II
- Quality System and ISA Audit
- Managing Customer Relationships
- Student Program Supervisor Training
- LSF Usage Overview
- DIX – Design in Excellence
- Packaging Overview Symposium
- ASIC Manager Bootcamp
- Guiding Personal Performance
- Immigration Training for Managers
- ASIC Business – US Compliance
- VPN Security Awareness Briefing
- Diversity Workshop
- ASIC Customer Focus Bootcamp
- Service Excellence for ITS – Phase I
- Power EM/IR –
- Ethics – What would you do?
- Environmental Safety & Health Awareness
- Emergency Preparedness Training
- Magma BlastFusion
- Export/Import Compliance Training
- Technology Transfer –
 - Compliance to Export Control
- CDDS Fundamentals
- Creating Visio 2007 Diagrams
- Intro to Requirements Planning
- ITIL: Service Desk & Incident Management
- Perl Language Fundamentals
- Programming Methodologies and Strategy
- Windows Server 2003:
 - Implementing, Managing, and
 - Maintaining Network Security