

NUECES COUNTY TAX APPRAISAL DISTRICT

Two (2) vacancies with terms ending 12-31-2029 individuals to be voted upon by all voting eligible units of the Appraisal District. City Council will allocate votes among all nominees on the ballot on October 14, 2025. The District will notify all units of the election results on December 5, 2025.

Duties

The Nueces County Tax Appraisal District is responsible for making general policies regarding the operation of the appraisal district (i.e., reappraisal programs, analysis of procedures, etc.). They are also responsible for appointing the Appraisal Review Board.

Composition

Effective January 1, 2025, the Appraisal District will be composed of nine (9) members: three (3) elected members, five (5) members appointed by the eligible units of the Appraisal District, and the Nueces County Tax Assessor-Collector. The five appointed positions will each serve a four-year staggered term, starting on January 1 of every other even-numbered year. Board members may serve for all or part of five (5) terms.

Creation / Authority

Senate Bill #621, amending Title I of the tax code (referred as the "Act") Subchapter A of the act provides for establishment of appraisal districts and means of selecting the Boards of Directors for such districts: City Res. No. 15132, 9/19/79, and Res. No. 15149, 9/26/79, Res. No. 16575, 10/7/81; S.B. 63 Section 20, 87 [R] eff 9-1-2021; Texas Property Tax Law Code Section 6.035. Senate Bill 2, passed during the 88th Texas Legislature, 2nd session, made changes to the selection and composition of the Board of Directors.

Meets

2nd Wed. monthly, 9:00 a.m., 201 N.
Chaparral, 1st Floor Board Rm.

Member size

9

Term Length / Term Limit

4 year term / 5 terms

Liaison

Leticia Roberts

				<u>Appointing</u>				
Name	Term	Appt. date	End date	Authority	Position	Status	Category	Attendance
Gabriele Hilpold	1	1/1/2025	12/31/2025	Appointed		Seeking reappointment		5/6 meetings - 83%
Deven S. Bhakta	1	1/1/2025	12/31/2025	Appointed	Vice Chair	Seeking reappointment		4/6 meetings - 67%
Ed Bennett	1	7/1/2024	12/31/2026	Elected		Active	Nueces County At-Large	
James Magill	1	7/1/2024	12/31/2026	Elected		Active	Nueces County At-Large	
John Cudd	1	7/1/2024	12/31/2026	Elected		Active	Nueces County At-Large	
Susie Sullivan	1	1/1/2025	12/31/2027	Appointed	Secretary	Active		
DeeAnna Heavilin	1	1/1/2025	12/31/2027	Appointed		Active		
Caitlin Chupe	1	1/1/2025	12/31/2027	Appointed		Active		
Kevin Kieschnick	N/A	N/A	N/A	Tax Assessor	Ex-Officio, Voting / Chair	Active	Tax Assessor Collector	

NUECES COUNTY APPRAISAL DISTRICT

Applicant List

Name	District	Status
Deven S. Bhakta	District 5	Seeking reappointment
Gabriele Hilpold	District 4	Seeking reappointment
Theodore Thompson	District 5	Applied

Profile

Deven

First Name

S

Middle Initial

Bhakta

Last Name

Email Address

Street Address

Corpus Christi

City

TX

State

78414

Postal Code

Primary Phone

Alternate Phone

What district do you live in? *

☒ District 5

Current resident of the City of Corpus Christi?

☒ Yes ☐ No

If yes, how many years?

15

ZJZ Hospitality Inc

Employer

President / CEO

Job Title

Real Estate Developer

Occupation

Work Address - Street Address and Suite Number

1410 Crescent Drive

Work Address - City

Corpus Christi

Work Address - State

TX

Work Address - Zip Code

78412

Work Phone

361-855-1549

Work E-mail address

deven@zjzhospitality.com

Preferred Mailing Address

☒ Home/Primary Address

Which Boards would you like to apply for?

NUECES COUNTY TAX APPRAISAL DISTRICT: Submitted

Interests & Experiences**Are you a Nueces County registered voter?**

☒ Yes ☐ No

Do you currently serve on any other City board, commission or committee at this time? If so, please list:

Visit Corpus Christi, NCAD Board

Education, Professional and/or Community Activity (Present)

Texas Hotel & Lodging Association (THLA) - Board Member - Nueces Country Representative
- 14 Years Ronald McDonald House - Board Member Art Museum of South Texas Board of Trustees

Why are you interested in serving on a City board, commission or committee?

My company currently owns 7 hotels in Corpus Christi and is in development of another in downtown. In addition, i have invested in downtown property, island property, southside, Calallen, etc compromising of industrial warehouses, retail, and raw land. I have a vast understanding of the economics and growth of the area as well as property valuations of all types.

Upload a Resume

Are you an ex-Officio member of a City Board, commission or committee?

☐ Yes ☒ No

No person shall be appointed by the Mayor or Council Members to serve on more than one board, commission, committee or corporation at the same time. If you currently serve as a voting member for a board, commission, committee or corporation are you willing to resign your current seat to serve on another board, commission, committee or corporation?

☐ Yes ☒ No

Are you a current candidate in an election for a non-city public office?

☐ Yes ☒ No

Do you currently serve as an elected official for a non-city public office?

☐ Yes ☒ No

Will you seek re-election to the non-city public office? If not in a non-city public office, please enter N/A

No

Demographics

Gender

☒ Male

Code of Ethics - Rules of Conduct/Conflicts of Interest

Do you represent any person or organization in any claim or lawsuit or proceeding involving the City?

☐ Yes ☒ No

Do you, your spouse, your business or your spouse's business have a City contract?

☐ Yes ☒ No

Does your employer or your spouse's employer have a City contract?

☐ Yes ☒ No

Are you involved with any activities or employment that would conflict with the official duties on the City boards for which you are applying?

☐ Yes ☒ No

Are you, your spouse, your business or your spouse's business involved in any pending bid, proposal or negotiation in connection with a contract with the City?

☐ Yes ☒ No

Do you or your spouse have a pending claim, lawsuit or proceeding against the City?

☐ Yes ☒ No

If you answer "Yes" to any of the questions above, please explain or ask to speak with the City's Legal Department. If you answer "NO" to all questions above, please enter N/A.

N/A

Board-specific questions (if applicable)

Question applies to CORPUS CHRISTI CONVENTION & VISITORS BUREAU

The Convention & Visitors Bureau Board must include representatives from certain categories. Do you qualify for any of the following categories? *

- ☒ Lodging At-Large Industry
- ☒ Hotel Industry

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you a resident and will have resided in the County Appraisal District for at least 2 years before assuming office on January 1st? (Mandatory: Must meet both criteria)

☒ Yes ☐ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Do you currently serve on any District Taxing Unit's governing board? (Yes or no remain eligible)

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you an employee of any of the District's Taxing Units? (Mandatory: If just employee, then ineligible. If employee and also on governing board or elected official of a taxing unit, then remains eligible).

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you related within 2nd degree by consanguinity or affinity (per Chapter 573 Government Code) to an appraiser of Property for Compensation for use in proceedings at the District or represent any property owner(s) in such proceedings? (Yes to either = disqualified)

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Do you own any property on which taxes are delinquent more than 60 days after the date you know or should have known? Exceptions are: (1) Delinquent taxes + penalties / interest being paid in installment agreement (2) Suit to collect is deferred or abated under 33.06 or 33.065

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Have you served on the District's board for all or part of 5 terms? Exception are: (1) Was Tax Assessor - Collector at the time

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you engaged in the business of appraising property for compensation for use in any District proceedings at any time in the preceding 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you engaged in the business of representing property owners for compensation in proceedings at the District at any time during the preceding 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you an employee of the District at any time in the last 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you a business in which you have a substantial interest a party to a contract with either (1) the Appraisal District or (2) a taxing unit that participates in the District if the contract relates to the performance of an activity governed by the Texas Property Tax Code?

☐ Yes ☒ No

Print your name and add the date to Acknowledge you have read Attachment 2 and understand the duties of a member of the Appraisal District Board of Directors

Deven Bhakta

Verification

City Code Requirement - Residency

As a board, commission, or committee member, you will be asked to adhere to City Code of Ordinances, Section 2-65, which states that all members of City boards and commissions, including ad hoc committees, appointed by the City, must be residents of the city. A move outside the city limits of the city by any member shall constitute automatic resignation from the particular board or commission on which such member served.

☒ I Agree

City Code Requirement - Attendance

As a board, commission, or committee member, you will be asked to adhere to City Code of Ordinances, Section 2-61, which provides that absences from more than 25% of regularly scheduled meetings during a term year on the part of any board, commission, or committee member shall result in an automatic termination. An absence shall be deemed unexcused unless excused by the board, commission or committee for good cause no later than its next meeting after the absence.

☒ I Agree

Consent for Release of Information

I understand that if any member of the public makes a request for information included in this application or in any attachment (e.g. resume or supporting documentation) for appointment it is subject to and must be disclosed under the Texas Public Information Act. I understand that under the Texas Public Information Act, my home address and home telephone number is subject to public disclosure unless I am elected or appointed to the position which I seek. I hereby consent to the release of my home address and home telephone number should it be requested under the Texas Public Information Act prior to my possible appointment or election. I hereby release the City of Corpus Christi, and its agents, employees and officers, from any and all liability whatsoever if the information must be released pursuant to the Texas Public Information Act.

☒ I Agree

Oath

I swear that all of the statements included in my application and attached documents, if any, are true and correct.

☒ I Agree

COMMUNITY INVOLVEMENT

2009	2012	IHG Owners Association Extended Stay Committee
2010	2019	United Corpus Christi Chamber of Commerce
	2018	Chairman
	2018	Chairman of Foundation
	2017	Merger with Hispanic Chamber Committee
	2017	Government Affairs Chairman
2009	Present	Port Aransas Chamber of Commerce
2016	Present	Chairman
2018	Present	Chairman of Foundation
2012	Present	Economic Development Committee
2009	Present	Texas Hotel and Lodging Association
2016	2019	Labor Relations Chairman
2011	2017	Ronald McDonald House Charities of Corpus Christi
2015	2017	House and Grounds Chairman
2012	2016	March of Dimes
2014	2016	Board Chairman
2014	2016	State Advisory Committee
2012	2016	Del Mar College Foundation Board of Trustees
2015	2016	Executive Committee
	2016	Signature Chefs Chairman - March of Dimes
	2019	American Heart Association Heartwalk Chairman
2019	Present	Air Service Task Force Committee - Chairman Citywide Committee by City to study direct flights
2019	Present	Corpus Christi Country Club Board of Governors Vice President
2020	Present	Ronald McDonald House Charities of Corpus Christi Task Force to Develop New House
2020	Present	Art Museum of South Texas - Board of Trustees

Application for a City Board, Commission, Committee or Corporation

Profile

Gabriele

First Name

Hilpold

Last Name

Email Address

Street Address

CORPUS CHRISTI

City

TX

State

78418

Postal Code

Primary Phone

Alternate Phone

What district do you live in? *

☒ District 4

Current resident of the City of Corpus Christi?

☒ Yes ☐ No

If yes, how many years?

28

INC. REALTY AND
DEVELOPMENT
CORPORATION

Employer

PRESIDENT/OWNER

Job Title

real estate

Occupation

Work Address - Street Address and Suite Number

15481 SPID #101

Work Address - City

CORPUS CHRISTI

Work Address - State

TX

Work Address - Zip Code

78418

Work Phone

361-548-6279

Gabriele Hilpold

Preferred Mailing Address

☒ Work Address

Which Boards would you like to apply for?

NUECES COUNTY TAX APPRAISAL DISTRICT: Submitted

Interests & Experiences

Are you a Nueces County registered voter?

☒ Yes ☐ No

Do you currently serve on any other City board, commission or committee at this time? If so, please list:

yes cvb

Education, Professional and/or Community Activity (Present)

HIGH SCHOOL/COLLEGE/UNIVERSITY INNSBRUCK/AUSTRIA. EQUIVALENT MASTERS FOR WORLD HISTORY/ECONOMIC HISTORY AND ENGLISH. TEACHING COLLEGE. LEADING GOVERNOR OF STATE Representative for state of Tyrol When AUSTRIA JOINed THE EUROPEAN UNION. MANAGING AUSTRIAN COUNTRY CLUB AND INTERNATIONAL REAL ESTATE. SINCE 1994 SUCCESS WITH 100 PLUS EUROPEAN CLIENTS INVESTED IN CC AND OVER 80 PROJECTS BUILT WITH PARTNERS. ASSIST IN VOEST ALPINE COMMITTMENT TO CC. LAND DEVELOPMENT AND TOURISM PROMOTION FOR CC. Past President of Ccta Corpus Christi Tennis Association lead assist implementing 3 Million Dollar Bond for Heb Tennis Center Past chair of Isac (Island Strategic Action Committee - lead assist implementing build out of Aquarius street , pass of golf cart ordinance etc Active chair of BMAC (Beach Management Committee Nueces County

Why are you interested in serving on a City board, commission or committee?

Passionate about promoting high quality tourism for Cc hand in hand with working on related logistic and infrastructure issues. Focusing on our natural assets / beach, national seashore and coordinating well with tourism business partners.

Are you an ex-Officio member of a City Board, commission or committee?

☒ Yes ☐ No

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☒ Yes ☐ No

Are you a current candidate in an election for a non-city public office?

☐ Yes ☒ No

Do you currently serve as an elected official for a non-city public office?

☐ Yes ☒ No

Will you seek re-election to the non-city public office? If not in a non-city public office, please enter N/A

n/a

Demographics

Ethnicity

☒ Caucasian/Non-Hispanic

Gender

☒ Female

Code of Ethics - Rules of Conduct/Conflicts of Interest

Do you represent any person or organization in any claim or lawsuit or proceeding involving the City?

☐ Yes ☒ No

Do you, your spouse, your business or your spouse's business have a City contract?

☐ Yes ☒ No

Does your employer or your spouse's employer have a City contract?

☐ Yes ☒ No

Are you involved with any activities or employment that would conflict with the official duties on the City boards for which you are applying?

☐ Yes ☒ No

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☐ Yes ☒ No

If you answer "Yes" to any of the questions above, please explain or ask to speak with the City's Legal Department. If you answer "NO" to all questions above, please enter N/A.

N/A

Board-specific questions (if applicable)

Question applies to CORPUS CHRISTI CONVENTION & VISITORS BUREAU

The Convention & Visitors Bureau Board must include representatives from certain categories. Do you qualify for any of the following categories? *

☒ None of the above

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you a resident and will have resided in the County Appraisal District for at least 2 years before assuming office on January 1st? (Mandatory: Must meet both criteria)

☒ Yes ☐ No

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Do you currently serve on any District Taxing Unit's governing board? (Yes or no remain eligible)

☒ Yes ☐ No

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☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Have you served on the District's board for all or part of 5 terms? Exception are: (1) Was Tax Assessor - Collector at the time

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you engaged in the business of appraising property for compensation for use in any District proceedings at any time in the preceding 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you engaged in the business of representing property owners for compensation in proceedings at the District at any time during the preceding 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you an employee of the District at any time in the last 3 years?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Are you a business in which you have a substantial interest a party to a contract with either (1) the Appraisal District or (2) a taxing unit that participates in the District if the contract relates to the performance of an activity governed by the Texas Property Tax Code?

☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Print your name and add the date to Acknowledge you have read Attachment 2 and understand the duties of a member of the Appraisal District Board of Directors

Gabriele Hilpold , 8/27/2025

Gabriele Hilpold

Verification

City Code Requirement - Residency

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☒ I Agree

City Code Requirement - Attendance

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☒ I Agree

Consent for Release of Information

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☒ I Agree

Oath

I swear that all of the statements included in my application and attached documents, if any, are true and correct.

☒ I Agree

Application for a City Board, Commission, Committee or Corporation

Profile

Theodore

First Name

Thompson

Last Name

Email Address

Street Address

Corpus christi

City

TX

State

78415

Postal Code

Primary Phone

Alternate Phone

What district do you live in? *

☒ District 5

Current resident of the City of Corpus Christi?

☒ Yes ☐ No

Connie Health

Employer

Head of Sales

Job Title

Executive

Occupation

Work Address - Street Address and Suite Number

Remote

Which Boards would you like to apply for?

NUECES COUNTY TAX APPRAISAL DISTRICT: Submitted

Interests & Experiences

Are you a Nueces County registered voter?

☒ Yes ☐ No

Do you currently serve on any other City board, commission or committee at this time? If so, please list:

No, I do not currently serve on any City board, commission, or committee. However, I am eager to contribute my leadership, business development expertise, and strategic planning skills to serve the community effectively.

Education, Professional and/or Community Activity (Present)

I have over 18 years of executive leadership experience, primarily in sales, business development, and strategic planning. I served as Head of Sales at Connie Health, where I led market expansion initiatives and revenue growth. My background also includes experience in healthcare, technology, and municipal development. I am actively involved in mentorship programs, networking groups, and community initiatives that focus on business growth and economic development.

If you applied for multiple boards, which boards are you most interested in serving on, in order of preference? (Limit to top three)

Economic Development Board – To contribute my expertise in business expansion, revenue growth, and economic strategy. 2. Planning & Zoning Commission – To support smart city growth and infrastructure development. 3. Parks & Recreation Advisory Committee – To enhance public spaces and community engagement.

Why are you interested in serving on a City board, commission or committee?

I am passionate about contributing to the growth and development of Corpus Christi. With my experience in business strategy, sales leadership, and operational management, I believe I can bring valuable insights to support economic development, city planning, and community engagement. Serving on a board will allow me to leverage my expertise to help shape policies that drive sustainable growth, enhance quality of life, and create new opportunities for residents and businesses alike.

Upload a Resume

Are you an ex-Officio member of a City Board, commission or committee?

☐ Yes ☒ No

Are you a current candidate in an election for a non-city public office?

☐ Yes ☒ No

Do you currently serve as an elected official for a non-city public office?

☐ Yes ☒ No

Will you seek re-election to the non-city public office? If not in a non-city public office, please enter N/A

NA

Demographics

Theodore Thompson

Gender

☒ Male

Code of Ethics - Rules of Conduct/Conflicts of Interest

Do you represent any person or organization in any claim or lawsuit or proceeding involving the City?

☐ Yes ☒ No

Do you, your spouse, your business or your spouse's business have a City contract?

☐ Yes ☒ No

Does your employer or your spouse's employer have a City contract?

☐ Yes ☒ No

Are you involved with any activities or employment that would conflict with the official duties on the City boards for which you are applying?

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☐ Yes ☒ No

Do you or your spouse have a pending claim, lawsuit or proceeding against the City?

☐ Yes ☒ No

If you answer "Yes" to any of the questions above, please explain or ask to speak with the City's Legal Department. If you answer "NO" to all questions above, please enter N/A.

N/A

Board-specific questions (if applicable)

Question applies to ANIMAL CARE ADVISORY COMMITTEE

The Animal Care Advisory Committee preferred representatives from certain categories. Do you qualify for any of the following categories? *

☒ None of the above

Question applies to PORT OF CORPUS CHRISTI AUTHORITY OF NUECES COUNTY, TX

(For Port of CC) Are you a resident of the Port Authority district and an elector* of Nueces County?

☒ Yes ☐ No

Question applies to PORT OF CORPUS CHRISTI AUTHORITY OF NUECES COUNTY, TX

(For Port of CC) Have you been a resident of Nueces County for at least 6 months?

☒ Yes ☐ No

Question applies to CORPUS CHRISTI DOWNTOWN MANAGEMENT DISTRICT

The Corpus Christi Downtown Management District must include representatives from certain categories. Do you qualify for any of the following categories? *

- ☒ Property Owner in the District
- ☒ Resident of the District

Question applies to CORPUS CHRISTI BUSINESS AND JOB DEVELOPMENT CORPORATION, CORPUS CHRISTI B CORPORATION, PLANNING COMMISSION

Are you a Nueces County registered voter?

☐ Yes ☒ No

Question applies to CAPITAL IMPROVEMENTS ADVISORY COMMITTEE

The Capital Improvement Advisory Committee must include representatives from certain industries. Do you qualify for any of the following industries? *

- ☒ Real Estate\,

Question applies to CAPITAL IMPROVEMENTS ADVISORY COMMITTEE

One member shall be a representative of the City's extraterritorial jurisdiction if impact fees are proposed. Do you qualify?

☒ Yes ☐ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

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☒ Yes ☐ No

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☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

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☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

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☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

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☐ Yes ☒ No

Question applies to NUECES COUNTY TAX APPRAISAL DISTRICT

Were you an employee of the District at any time in the last 3 years?

☐ Yes ☒ No

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Print your name and add the date to Acknowledge you have read Attachment 2 and understand the duties of a member of the Appraisal District Board of Directors

Verification

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☒ I Agree

Consent for Release of Information

I understand that if any member of the public makes a request for information included in this application or in any attachment (e.g. resume or supporting documentation) for appointment it is subject to and must be disclosed under the Texas Public Information Act. I understand that under the Texas Public Information Act, my home address and home telephone number is subject to public disclosure unless I am elected or appointed to the position which I seek. I hereby consent to the release of my home address and home telephone number should it be requested under the Texas Public Information Act prior to my possible appointment or election. I hereby release the City of Corpus Christi, and its agents, employees and officers, from any and all liability whatsoever if the information must be released pursuant to the Texas Public Information Act.

☒ I Agree

Oath

I swear that all of the statements included in my application and attached documents, if any, are true and correct.

☒ I Agree

THEODORE THOMPSON

Head Of Sales | Sales Leadership | Driving Revenue Growth

EXECUTIVE SUMMARY

Seasoned sales executive offering more than 18 years of management experience and a background in business development, change leadership, marketing, & healthcare administration with a history of record-breaking sales experience. A veteran of the U.S. Navy SEAL Team 4 with a track record of developing complex sales programs, driving revenue growth, and cultivating strategic relationships. A natural leader with a proven history of hiring, training, building, and empowering high-performing teams. Strong financial acumen, project management, and problem-solving skills with the ability to identify real obstacles and viable solutions. Executive-level communication and relationship building

CAREER HIGHLIGHTS

- ◆ **Built a network of industry professionals to leverage peer-driven partnerships**, resulting in \$11M revenue growth
- ◆ **Launched products in three new markets and generated \$25M in additional revenue annually** by directing market expansion
- ◆ **Increased quarterly revenue by 30% at Connie Health** through strategic sales initiatives
- ◆ **Achieved \$25M additional revenue annually** by directing market expansion efforts
- ◆ **Reduced staff turnover by 30% and increased team productivity by 20%** through leadership and training programs
- ◆ **Negotiated and secured multi-million dollar contracts**, expanding market share by 18%
- ◆ **Exceeded Medicare Advantage sales targets by 35% at Lumeris**, driving significant revenue growth

EXPERIENCE

CONNIE HEALTH, REMOTE

Head of Sales | March 2023 – Present

- ◆ **Increase overall revenue while spearheading business development initiatives** that are consistent with the company's strategy
- ◆ **Serve as a key member of the executive team** that sets the company's strategic direction aligned with the company's capitalization
- ◆ **Ensure consistent, profitable growth in sales revenues** through the business plan, deployment, and management of sales personnel
- ◆ **Expand the market share** by hiring, training, and developing the sales team
- ◆ **Achieved a 30% increase in quarterly revenue** by developing and executing sales strategies
- ◆ **Expanded market reach by 20% and opened new revenue streams** by establishing key partnerships
- ◆ **Improved team efficiency by 40%** by streamlining sales processes and implementing a robust CRM system
- ◆ **Accomplished a 20% increase in team productivity** by mentoring and developing a high-performing sales team
- ◆ **Increased market penetration by 25%** by driving the successful launch of new products

CONTACT

Corpus Christi, TX



(361) 445-6287

KEY SKILLS

- ◆ Executive Leadership
- ◆ Sales / Business Development
- ◆ Business Development
- ◆ Staff Coaching, Training and Mentoring
- ◆ Healthcare Administration
- ◆ Complex Problem Solving
- ◆ Negotiations & Deal Closure
- ◆ P&L Management
- ◆ Marketing & Communications
- ◆ Customer Service Excellence
- ◆ Client Satisfaction & Retention
- ◆ Stakeholder Management
- ◆ Change Management
- ◆ Relationship Building
- ◆ Revenue Generation
- ◆ Market Expansion
- ◆ Peer-to-Peer Development
- ◆ Strategic Planning & Execution
- ◆ Project Management

EDUCATION

Bachelor of Business Administration in Business Management

Naval Training Command, Ingleside, TX

TECHNICAL SKILLS

Microsoft Office (Word, Excel, PowerPoint, & Outlook)

CONNIE HEALTH, REMOTE

Sales Manager | March 2021 – March 2023

- ◆ **Achieved a 40% increase in sales revenue over two years** by leading the strategic redesign of the sales infrastructure
- ◆ **Enhanced forecasting accuracy and increased quarterly targets by 25%** by implementing data-driven sales strategies
- ◆ **Reduced staff turnover by 30% and boosting productivity** by transforming the sales culture with innovative training programs
- ◆ **Improved customer relationship management and retention by 50%** by championing the integration of CRM software
- ◆ **Consistently surpassed sales goals by 15% annually** by designing a tiered sales incentive program
- ◆ **Achieved a 15% increase in annual sales revenue through market penetration and product diversification** by spearheading a sales strategy overhaul
- ◆ **Enhanced customer satisfaction by 20%** by cultivating Peer-to-Peer strategic partnerships
- ◆ **Reduced customer complaints by 25%** by implementing process improvements
- ◆ **Expanded client base by 30%** through targeted sales and marketing initiatives

LUMERIS, SAN ANTONIO, TX

Sales Manager | 2019 – April 2020

- ◆ **Exceeded Medicare Advantage sales targets by 35%** through effective sales team management
- ◆ **Drove a 40% increase in revenue** by negotiating and closing high-value contracts
- ◆ **Displayed superior leadership in training and educating staff** on all aspects of sales tools and product implementation strategies
- ◆ **Maximized growth opportunities with existing customers** by building strong relationships with key decision makers

SENIOR LIFESTYLE CORP., CORPUS CHRISTI, TX

Executive Director | 2017 – 2019

- ◆ **Increased facility efficiency by 20%** with streamlined processes.
- ◆ **Enhanced patient satisfaction scores by 15%** through targeted staff training.
- ◆ **Met and exceeded departmental goals** through coaching and managing sales team staff

Director of Sales and Marketing | 2013 – 2016

- ◆ **Surpassed occupancy and revenue targets by 25%** via strategic marketing campaigns
- ◆ **Boosted facility profitability by 30%** by negotiating lease agreements
- ◆ **Oversaw all aspects of sales and marketing initiatives** along with P&L responsibility in a fast-paced environment

STRYKER, CORPUS CHRISTI, TX

Center Operations Lead | 2010 – 2013

- ◆ **Consistently achieved monthly sales goals**, resulting in a 30% revenue increase
- ◆ **Reduced operational costs by 20%** by implementing efficiency measures
- ◆ **Developed and drove strategy to increase sales revenues** and customer satisfaction

Sales Manager | 2008 – 2010

- ◆ **Led teams to a 25% year-over-year increase in sales revenue** while implementing productivity and customer service standards to attract and maintain client relationships
- ◆ **Increased overall sales** through the implementation of strategic marketing campaigns
- ◆ Recipient of three Gold Watch Awards and two National Sales Excellence & Leadership Awards



TRAINING & CERT.

- ◆ Leader ship and Management in NEW-AGE BUSINESS – The Wharton School
- ◆ Dale Carnegie Training: Effective Communication
- ◆ Dale Carnegie Training: Relationship Selling Skills
- ◆ Nursing Assistant Program and CNA, Texas
- ◆ Active Member, Corpus Christi Chamber of Commerce
- ◆ Active Networker, Business Network International (BNI))