

## CRIME CONTROL & PREVENTION DISTRICT

**One (1) vacancy with term concurrent with Council terms. Each Council Member appoints a board member, subject to confirmation by the full Council.**

### **Duties**

The Corpus Christi Crime Control and Prevention District is dedicated to crime reduction programs and the adoption of a proposed sales and use tax at a rate of one-eighth of one percent.

### **Composition**

The District will consist of the same number of members as the City Council. A member of the Board of Directors shall be appointed by each member of the City Council to serve at the pleasure of that member of the City Council for a term that is concurrent with the term of the member of the City Council that appointed the Director. Six-year term limitation. Confirmation of appointments by City Council as per Texas Local Government Code 363.1015.

### **Creation / Authority**

Texas Crime Control and Prevention District Act, Article 2370c-4, Vernon's Texas Civil Statutes; Ord. 023124, 11/11/97.

### **Meets**

Quarterly basis, 3rd Wed. of the month 2:00 p.m.  
City Hall Council Chambers

### **Member size**

9

### **Term length / limit**

2 years / 6 years

### **Liaison**

Pat Eldridge

<b>Name</b>	<b>District</b>	<b>Term</b>	<b>Appt. date</b>	<b>End date</b>	<b>Appointing Authority</b>	<b>Position</b>	<b>Status</b>	<b>Category</b>
Vacant		1	2/11/2025	11/1/2026	City Council Confirmation		Active	Council Member Everett Roy's Rep.
David Pena	District 5	1	2/11/2025	11/1/2026	City Council Confirmation		Active	Mayor Paulette Guajardo's Rep.
Isabel Araiza	District 2	1	2/11/2025	11/1/2026	City Council Confirmation		Active	Council Member Sylvia Campos' Rep.
Conor B. Rice	District 2	1	2/11/2025	11/1/2026	City Council Confirmation		Active	Council Member Eric Cantu's Rep.
Tracy C. Teague	District 3	2	1/24/2023	11/1/2026	City Council Confirmation		Active	Council Member Roland Barrera's Rep.
Andrew S. Leeton	District 5	2	2/8/2022	11/1/2026	City Council Confirmation	Vice-Chair	Active	Council Member Gil Hernandez's Rep.
Joseph H. Kramer	District 4	2	1/24/2023	11/1/2026	City Council Confirmation	Chair	Active	Council Member Kaylynn Paxson's Rep.
Robin P. Cox	District 3	1	2/11/2025	11/1/2026	City Council Confirmation		Active	Council Member Carolyn Vaughn's Rep.
Remy Huston Jr	District 5	1	2/11/2025	11/1/2026	City Council Confirmation		Active	Council Member Mark Scott's Rep.

## CRIME CONTROL & PREVENTION DISTRICT

### Applicant List

Name	District	Status	Representative
Amy K. Cooley	District 1	Applied	
Carly Dietz	District 4	Applied	
Samuel A. Fryer	District 4	Applied	Council Member Roy's nominee
Theodore Thompson	District 5	Applied	

# Application for a City Board, Commission, Committee or Corporation

## Profile

Amy \_\_\_\_\_ K \_\_\_\_\_ Cooley \_\_\_\_\_  
 First Name Middle Initial Last Name

\_\_\_\_\_  
 Email Address

\_\_\_\_\_  
 Street Address

Corpus Christi \_\_\_\_\_ TX \_\_\_\_\_ 78410 \_\_\_\_\_  
 City State Postal Code

\_\_\_\_\_  
 Primary Phone

\_\_\_\_\_  
 Alternate Phone

### What district do you live in? \*

District 1

### Current resident of the City of Corpus Christi?

Yes  No

### If yes, how many years?

5

Tribute Hospice and Palliative Care \_\_\_\_\_ Owner \_\_\_\_\_ Registered Nurse \_\_\_\_\_  
 Employer Job Title Occupation

### Work Address - Street Address and Suite Number

4250 IH 69 Access Road

### Work Address - City

Corpus Christi

### Work Address - State

Texas

### Work Address - Zip Code

78410

### Work E-mail address

Tributehospice03@gmail.com

Amy K Cooley

## Preferred Mailing Address

---

Home/Primary Address

## Which Boards would you like to apply for?

---

CRIME CONTROL & PREVENTION 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:

---

N/A

### Education, Professional and/or Community Activity (Present)

---

BS Texas A&M RN LCC 51 Alumni Board CASA and Boys and Girls Club Member of the Junior League

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

---

Health Crime

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

---

I am interested in serving the community in which I live to assist in making a positive impact.

---

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**

N/A

---

## **Demographics**

**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

**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 ARTS & CULTURAL COMMISSION

**The Arts & Cultural Commission preferred representatives from certain categories. Do you qualify for any of the following categories? \***

---

None of the above

---

**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

Amy Cooley  
14146 Sage Trail  
San Antonio, TX. 78231  
210-309-4134 cell  
[REDACTED]

---

**OBJECTIVE** To work autonomously as a field nurse for a hospice agency.

**SKILLS &  
ABILITIES**

---

Active Listening to patient's concerns  
Critical Thinking  
Excellent in monitoring and controlling exacerbations in disease processes  
Compassion and Sensitivity to individualized patient needs  
Outstanding Judgment and Decision-Making skills  
Exceptional ability to work autonomously  
Time Management in scheduling patient visits  
Instructing on the administration of medications  
HIS and OASIS experience

---

**EXPERIENCE**

**ONE AT HOME HEALTH CARE SAN ANTONIO, TX 78204**

CASE MANAGER

March 2018 to Present

Help ensure patient's patients skilled needs are address and preventing rehospitalization. Work as part of a team to provide care, monitor health conditions, administer medications, use medical equipment, advise patients and their families on current prognosis. Prepare care plans for nursing staff and home health aide tasks. Ability to recognize signs and symptom of exacerbations and able to apply appropriate interventions. Make changes to care plan to in order to provide individualized needs of patient and minimize discomfort of patient. Maintain patient's dignity throughout entire process. Manage LVN'S in health care responsibilities and provide guidance in proper procedures to follow when caring for patients. Instruction on proper techniques to utilize when providing patient care both verbally and visually. Give constructive criticism to those who need extra guidance and teaching.

**AMERICAN MEDICAL HOSPICE, SAN ANTONIO, TX 78228**

CASE MANAGER

February 2017 to February 2019

Help ensure patient's comfort and quality of life in their remaining days. Maintain continued communication with family in regards to the patient's care and teach interventions to keep patient as comfortable as possible thru entire dying process. Work as part of a team to provide care, monitor health conditions, administer medications, use medical equipment, advise patients and their families on current prognosis. Prepare care plans for nursing staff and home health aide tasks. Ability to recognize signs and symptom of exacerbations and able to apply appropriate interventions. Make changes to care plan to in order to provide individualized needs of patient and minimize discomfort of patient. Maintain patient's dignity throughout entire process. Manage LVN'S in health care responsibilities and provide guidance in proper procedures to follow when caring for patients. Instruction on proper techniques to utilize when providing patient care both verbally and visually. Give constructive criticism to those who need extra guidance and teaching. Assist DON with monitoring documentation to reflect compliance with

---



---

regulatory standards as well as timeliness. Assist with reviewing H&P to substantiate whether a patient meets minimum qualifications for admission to hospice services. Organize and coordinate admissions, nursing, and patient care procedures. Manage reports, patient data, and medical records. Collaborate with upper management and convey necessary information. Complete admissions to process a patient for hospice services. Order equipment and necessary medications in timely manner.

**MERIDA HOME HEALTH AND HOSPICE SERVICES, SAN ANTONIO TX 78230**

DON/CASE MANAGER

November 2011 to February 2018

Enforce policies to ensure legal compliance and high-quality standards. Monitor documentation to reflect compliance with regulatory standards in timeliness and accuracy so issues, goals and interventions are precisely documented and reflect appropriate reporting. Interact with doctors, patients, family members, and staff on a daily basis to resolve issues and correct deficiencies if and when needed. Evaluate records submitted to substantiate whether a patient meets minimum qualifications for admission to hospice services. Directly manage, oversee, and evaluate all nursing personnel. Oversee staffing procedures in conducting interviews with applicants and prospective employees. Organize and coordinate admissions, nursing, and patient care procedures. Manage reports, patient data, and medical records. Collaborate with upper management and convey necessary information. Conduct in-services/training with employees to relay pertinent and amended policies and procedures to staff. Admit patients to services. Order equipment and necessary medications.

---

*EDUCATION*

**TEXAS A&M, COLLEGE STATION, TX**

BACHELOR OF SCIENCE IN PSYCHOLOGY

1991-1995

**NORTHLAND TECHNICAL COLLEGE, THIEF RIVER FALLS, MN**

Associates of Applied Science Nursing, 2 degrees (one for LVN and one for RN)

1996-1998

---

*COMMUNICATION*

Excellent communication skills. Able to express same idea in different ways so a patient may be able to understand.

---

*REFERENCES*

Available upon request

# Application for a City Board, Commission, Committee or Corporation

## Profile

Carly \_\_\_\_\_ Dietz \_\_\_\_\_  
First Name 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?

15

Self-employed \_\_\_\_\_  
Employer

Professional Counselor \_\_\_\_\_  
Job Title

Therapist \_\_\_\_\_  
Occupation

### Work Address - Street Address and Suite Number

14226 Cabo Blanco Dr

### Work Address - City

Corpus Christi

### Work Address - State

TX

### Work Address - Zip Code

78418

### Work Phone

3617371803

**Work E-mail address**

[REDACTED]

**Preferred Mailing Address**

Home/Primary Address

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

CRIME CONTROL & PREVENTION 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

**Education, Professional and/or Community Activity (Present)**

Masters degree in Forensic Psychology; years of experience working with offenders mandated to treatment; volunteer work for prevention and community outreach for vulnerable populations

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

I believe I could offer a unique perspective to the problems we are facing in our communities regarding the prevention of crime.

[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**

N/A

---

## **Demographics**

**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

**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)**

**The Reinvestment Zone No. 6 members must own real property in the zone or be an employee or agent of a person that owns real property in the zone. Do you qualify?**

Yes  No

---

**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

# Carly Dietz

Corpus Christi, TX 78418



+1 361 737 1803

Authorized to work in the US for any employer

## Work Experience

---

### **CPS Family Based Safety Services Specialist I**

Texas Department Family and Protective Services-Corpus Christi, TX

September 2023 to Present

- Recommend appropriate actions needed to resolve stressful family situations that lead to child abuse or neglect.
- Help families identify their own strengths and needs to achieve safety for their children while preserving the family.
- Build community relationships with service providers, teachers and other school personnel, pediatricians, probation officers, attorneys, CASA, mental health providers, and more.
- Visit homes to assess risk of child abuse/neglect, plan for child safety, and strengthen families so they can function without CPS intervention.
- Respond quickly in crisis situations.
- Build rapport to talk with families about things such as income, money management, and personal relationships that they probably consider personal and private.
- When appropriate, discuss human sexuality and sexual exploitation of children in a direct and objective manner.
- Interact objectively with people who have abused and/or neglected children in their care.
- Interact with family members who are angry and/or scared.
- Work as part of a team, which involves helping other caseworkers with crisis situations, while following the directions of the courts and agency.
- Provide services, resources, and community supports to achieve child safety.
- Stay in contact with parents and children to achieve goals.
- Educate parents to change previous behavior that led to child abuse and/or neglect and empower parents to make those changes.
- When necessary, removing a child from a dangerous situation.
- Document casework activity.
- Work under constant time pressure, prioritize efforts, and work flexible hours.
- Remain objective and empathetic with families living in stressful and crisis situations.
- Learn about cultures and lifestyles different from my own, and understand how to determine child safety and well-being within that context.

### **Social Media Moderator**

Genpact-Richardson, TX

September 2022 to April 2023

- Reviewed reported social media posts for policy violations
- Maintained an accuracy score of over 97% while completing the expected number of posts per hour

## **Behavior Analyst II**

Minnesota State Operated Services, Como Community Unit-Saint Paul, MN  
March 2008 to November 2009

- Provided case management and treatment for adults with severe mental illnesses and/or developmental disabilities.
- Conducted intakes, developed individualized strengths-based treatment plans with measurable objectives, completed functional behavior assessments, documented clients' behavioral progress focused on goals surrounding independent living skills.
- Established rapport with clients throughout their 90-day transitional period.
- Coordinated with clients' interdisciplinary team, including social workers, psychiatrists, probation officers, etc to collaborate cohesive transitional treatment and discharge plans.
- Facilitated DBT, CBT, and educational group therapy.
- Maintained an environment of safety and respect for both clients and coworkers; implementing crisis intervention and deescalation methods when necessary.

## **Care Coordinator/Wraparound worker**

Seneca Center, Connections Program-San Francisco, CA  
August 2006 to September 2007

- Provided strengths-based and family-centered wraparound services for severely emotionally disturbed (SED) adolescents transitioning from a higher level of care (i.e. Level 14 group home) to a lower level of care (i.e. foster care, family home).
- Provided crisis stabilization and emergency planning for SED adolescents, including involuntary hospitalization.
- Developed treatment plans, safety plans, mental health assessments, and other documentation that best supported clients' long-term goals.
- Coordinated and facilitated ongoing meetings with clients' family, service providers, and community contacts in an effort to support and meet clients' needs.
- Conducted individual therapy sessions with clients.

## **Forensic Counselor/Evaluator**

Sharper Future, Forensic Treatment Agency-San Francisco, CA  
August 2005 to December 2006

- Co-facilitated adult sex offender treatment groups including a difficult/resistant/denier (DRD) group, an anger management group, and a twice-weekly high risk sexual offender/phase I group.
- Conducted weekly individual sessions with clients for sex offender treatment as well as impulse control/anger management.
- Evaluated and assessed incoming clients by conducting a comprehensive interview, numerous assessments, and completed a psycho-sexual evaluative report with time constrictions.
- Administered and interpreted numerous psychological assessments such as mental status examinations, ABEL, MCMI-III, Static-99, STABLE 2000, and the Hare PCL-R.

## **Therapist/Evaluator**

Teaching Humane Existence (THE), Adult Sex Offender Treatment-Denver, CO  
November 2004 to July 2005

- Conducted bi-weekly individual sessions with adult sex offender clients.
- Co-facilitated adult sex offender treatment groups including a denial and accountability group, a relapse prevention group, and a tools/harm reduction group.
- Completed pre-sentence psycho-sexual evaluations of incarcerated adult sex offender clients.



- Communicated with treatment team and Probation/Parole Officers on a regular basis.
- Regularly completed paperwork surrounding client management.
- Administered and interpreted numerous assessment tools such as mental status examinations, MMPI-2, Static-99, PCL-R, SORAG, BDI, and the WAIS-III.
- Collaborated with supervisor in integrating results of PPG and polygraph testing into comprehensive pre-sentence risk assessment as part of psycho-sexual evaluations.

### **Psychology Intern**

Behavioral Interventions, Inc-Denver, CO

September 2003 to June 2004

- \* Co-facilitated intensive outpatient substance abuse groups for adult offenders.
- \* Completed admission summaries for new clients.
- \* Facilitated orientation groups for new clients.

### **Criminal Investigator**

NDI, Inc-Denver, CO

September 2002 to May 2003

- \* Interviewed potential witnesses, clients (most were incarcerated), police officers, and alleged victims to obtain facts regarding a criminal case.
- \* Reviewed case discovery (including autopsy results/photographs), physical evidence, and background investigations.
- \* Completed extensive reports on findings and presented these reports to defense attorneys.
- \* Requested needed police, hospital, psychiatric, employment, and identifying records of clients, alleged victims, and witnesses.
- \* Testified in court as needed
- \* Assigned cases involved clients who were charged with homicide, sexual assault, attempted murder, burglary, sexual offense, drug offense, or misdemeanor cases.
- \* Maintained confidentiality at all times.

## Education

---

### **M.A. in Forensic Psychology**

University of Denver - Denver, CO

September 2003 to May 2005

### **B.A. in Psychology**

University of Wisconsin-Eau Claire - Eau Claire, WI

September 1998 to May 2002

## Skills

---

- Group Therapy
- Motivational Interviewing
- Crisis Intervention
- Addiction Counseling
- Behavioral Health

- Individual / Group Counseling
- Mental Health Counseling
- Meeting Facilitation
- Child & Family Counseling
- Behavioral Therapy
- Crisis Management
- Presentation Skills
- Cognitive Behavioral Therapy
- Case Management
- Behavior Management
- Program Development
- Research
- Intake Experience
- Conflict Management
- Tutoring
- Social Work
- Computer literacy
- Experience with children
- Time management
- Documentation review
- Clinical counseling
- Typing
- Social media management
- Communication skills
- English
- Writing skills
- Report writing
- Computer skills
- Interviewing
- Microsoft Office
- Medication Administration
- Child Protective Services

## Certifications and Licenses

---

**CPR/First Aid - 2009**

**Live Scan Operator (fingerprinting) - 2006**

# Application for a City Board, Commission, Committee or Corporation

## Profile

Samuel \_\_\_\_\_ A \_\_\_\_\_ Fryer \_\_\_\_\_  
 First Name Middle Initial Last Name

\_\_\_\_\_  
 Email Address

\_\_\_\_\_  
 Street Address

Corpus Christi \_\_\_\_\_ TX \_\_\_\_\_ 78414 \_\_\_\_\_  
 City State 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?

12

Department of the Army, \_\_\_\_\_ Training Information \_\_\_\_\_ Federal Employee \_\_\_\_\_  
 Corpus Christi Army Depot Administrator Occupation  
 Employer Job Title

### Work Address - Street Address and Suite Number

308 Crecy Street, MS 15

### Work Address - City

Corpus Christi

### Work Address - State

Texas

### Work Address - Zip Code

78419

## Preferred Mailing Address

---

Home/Primary Address

## Which Boards would you like to apply for?

---

CRIME CONTROL & PREVENTION 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

### Education, Professional and/or Community Activity (Present)

---

Retired Army Colonel; Master of Divinity Degree; Bachelor of Science Degree in Computer Science; 7 years as faith-based home congregation leadership; over 3 years preaching with over 20 years teaching biblical topics and Scripture; 1 year preaching an teaching at Summit Church Texas; 1 year serving as an Executive Member of the Nueces County Republican Party, currently Precinct 129 Chair and By-Laws and Resolution Committee Chair; over 7 years Leadership Corpus Christi Association member, class XLV; served 3 years as Leadership Corpus Christi Steering Committee (classes XLVII, XLVIII, & XLIX); 5 years on the Terra Mar Property Owners Association Board as Vice-President; 7 years on the Corpus Christi Metro Ministries Board of Directors, including Treasurer (2020) and Secretary (2021); 4 years on the Nueces County Sheriff's Training Advisory Board; County Citizens Defending Freedom Ambassador and Election Integrity Project member.

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

---

Library Board, Citizens Advisory Health Board, Crime Control & Prevention District, and Parks and Recreation Advisory Board

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

---

To continue community service with the goal of helping Corpus Christi fulfill the purpose of its name and ensure that it remains a wonderful place to live and raise families. As a retired U.S. Army Colonel, who has served our nation abroad and in Texas for 30 years, I will continue to support and defend the Constitution of the United States, based on the premise that it was drafted to secure the unalienable rights of the American citizenry-- "deriving their [governmental] just powers from the consent of the governed." I believe that "we the people" are the government and it is our civil duty to not only elected officials, but to undergird them with our individual and collective action. I have always been actively involved in the various military communities in which I was stationed, both aboard in Germany and in Texas. I have been blessed with the opportunity to serve the Corpus Christi community in several ways as mentioned in the previous Education, Professional and/or Community Activity section, and plan to leverage the relationships and experiences forged to provide the best service and insight as either a member of either the Library Board, Citizens Advisory Health Board, Crime Control & Prevention District, or Parks and Recreation Advisory Board.

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**

N/A

---

## **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 LIBRARY BOARD

**The Library Board preferred representatives from certain categories. Do you qualify for any of the following categories? \***

None of the above

**The Reinvestment Zone No. 6 members must own real property in the zone or be an employee or agent of a person that owns real property in the zone. Do you qualify?**

---

Yes  No

---

## **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



# Samuel Aundrá Fryer

## Summary

Innovative, resourceful, culturally diverse and operationally oriented professional who incorporates developed interpersonal and leadership attributes to produce phenomenal results while working in various work environments with a keen ability to resolve interpersonal conflicts and positively direct group dynamics for optimal achievement.

### StrengthsFinders®

- Strategic
- Responsibility
- Ideation
- Belief
- Connectedness

### Myers-Briggs®

- Extraversion
- Intuition
- Thinking
- Judging

## Civilian Experience

*Training Information Administrator:* Serves as the subject-matter-expert and primary point providing oversight for the administration of an organizational learning management system.

*Equal Employment Manager (Supervisory):* Planned, organized, directed, staffed, implemented and evaluated an installation-wide equal employment opportunity program for an organization among the top five Coastal Bend Region employers—ensuring workforce education, complaint processing and effective alternative dispute resolution.

*Equal Employment Opportunity (EEO) Specialist:* Counseled organizational grievances while educating and assisting individuals with disabilities as the Disability Program Manager and Reasonable Accommodation Coordinator.

*Plans Specialist:* Lead efforts supporting military service members consisting of Active Component members, and Reservist on Contingency Operation for Active-Duty Operational Support and Personnel Force Innovation tours.

*Military Maneuver Analyst:* Supported the Operations Observer Controller / Trainer (OC/T) and the Senior OC/T, who observe and coach at the battalion / task force level for U.S. and multinational forces training for hybrid threat scenarios in a Decisive Action Training Environment at JMRC prior to unit deployments into Kosovo, Iraq, and Afghanistan.

## Military Experience

*Synopsis of 30-year, Professional U.S. Army Officer Experience (Second Lieutenant to Colonel):* Served on Active Duty and Reserve leadership at the tactical, operational, and strategic levels providing vision, direction, policy and guidance, planning and training to a diverse group of Soldiers as company, battalion, and brigade-level commander and as Operations and Planning Officer during peace-time, mobilization, peace-keeping operations, and war.

## Corpus Christi City / Community Involvement:

*Yeshayahu Yeshua (2017 – present)*

Serves a faith-based home congregation consisting of multiple families and singles for Spiritual encouragement, edification, accountability, and support by fostering a biblically-based learning environment that applies truth for obedient living and mature growth in Yeshua Ha'Mashiach. Additionally preaches and facilitates biblical scholarship at Summit Church Texas since 2023.

*Precinct 129 Chair for Nueces County Republican Party (2023 – present)*

# Samuel Aundrá Fryer

*Terra Mar Property Owners Association Board, Vice-President (2019 – present)*

Serves as the sole property owner of a board comprised of developers in charge with the fiduciary responsibility and property management oversight and liaise with related committees for six separate neighborhoods in the Oso Bay area.

*Nueces County Sheriffs Training Advisory Board (2019 – present)*

Serves as a member of a board of law enforcement officers and civilian citizens that appraise the County Sheriff's training program for Texas Commission on Law Enforcement requirements.

*Leadership Corpus Christi Alumni Association (2017 – present)*

Class XLV graduate. The champion development program of the United Corpus Christi Chamber Foundation, which is a 501(c) (3) supporting organization of the United Corpus Christi Chamber of Commerce with the mission "to empower leaders and entrepreneurs to make a positive impact in Corpus Christi." Served as *Steering Committee Member* (2019, 2020 & 2021).

*County Citizens Defending Freedom Ambassador (2021 – present)*

Serves to assist in the empowerment, education, and equipping of American citizenry to stand for freedom, liberty, and the protection of their unalienable rights at the local level.

*Election Integrity Project (2022 – present)*

Serves as a member of an activist group to ensure the integrity of county and state-wide elections for all citizens by working with the local County Clerk's to field polling stations; working with state legislators and committees regarding election-related bills; and educating public.

*Corpus Christi Metro Ministries Board of Directors (2017 – 2023)*

Serves as a board member with fiduciary responsibility for a 503(c) (3) non-profit organization that "transforms the lives of thousands of individuals and families in the Coastal Bend by feeding the hungry, sheltering the homeless, and building futures."

## **Civilian Education**

Amridge University, Montgomery, Alabama

*Turner School of Theology*

Master of Divinity Degree, Semester Hours: 90, 2009

Graduated Cum Laude (with Honors 3.52 GPA)

Clemson University, Clemson, South Carolina

*School of Computer Science*

Bachelor of Science Degree, (Semester Hours: 137), 1988

Recipient of 3-year Reserve Officer Training Corps (ROTC) Scholarship

## **Military Education (Reverse Chronological Order)**

Joint Forces Staff College, Norfolk, Virginia,

*Advanced Joint Professional Military Education (AJPME)*, Graduate, 2012

U.S. Army Command and General Staff School, Grafenwöhr, Germany

*Intermediate Level Education Common Course (ILE-CC)*, Graduate, 2007

*Combined Arms Services and Staff School (CAS3)*, Graduate, 1999

U.S. Army Infantry School, Fort Benning, Georgia

*Infantry Officer Basic Course (IOAC) / Infantry Officer Advanced Course (IOAC)*, 1989 / 1998

# Samuel Aundrá Fryer

## **Training & Development:**

- *Contract Officers Representative Course*, 2023, 2017, 2013
- *Supervisor Development Course (SDC)*, 2021, 2017, 2011
- *Leadership Corpus Christi, Class XLV*, 2017
- *Defense Equal Employment Opportunity Management Institute (DEOMI), Disability Program Manager Course*, 2016
- *DA Equal Employment Opportunity Counselor Training / Certification*, 2016, 2004, 1996
- *Defense Support to Civilian Authorities Phase I & II*, 2013-2014
- *Human Resources for Supervisors*, 2012
- *National Security Pay System (NSPS) Pay Pool Management / Review Board*, 2009, 2008
- *Defense Equal Employment Opportunity Management Institute (DEOMI) Mediation*, 2008
- *Equal Employment Opportunity Special Emphasis Program Manager Course*, 2005
- *Project Management: A Workshop in Planning, Scheduling, & Control Techniques*, 1998

## **Awards**

### ***Military Awards and Badges***

Legion of Merit (2018), Bronze Star (2004), 3 Meritorious Service Medals, 4 Army Commendation Medals, 2 Army Achievement Medals, Army Reserve Component Achievement Medal, 2 National Defense Service Medals, Global War on Terrorism Expeditionary Medal, Armed Forces Service Medal, 2 Armed Forces Reserve Service Medals with "M" device for mobilization, Army Service Medal, Army Overseas Service Medal, 5 Army Reserve Component Overseas Training Medals, the NATO Medal, Expert Infantryman's Badge, and the Parachutist Badge.

### ***Military Scholars Award***

Amridge University

2009

### ***Who's Who Among Students in American Universities and Colleges***

Outstanding Merit and Accomplishment (Amridge University)

2009-2010

# Application for a City Board, Commission, Committee or Corporation

## Profile

Theodore Thompson  
First Name Last Name

Email Address

Street Address

Corpus christi TX  
City 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 Head of Sales Executive  
Employer Job Title Occupation

### Work Address - Street Address and Suite Number

Remote

### Which Boards would you like to apply for?

CRIME CONTROL & PREVENTION 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**

**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 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

**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

**The Reinvestment Zone No. 6 members must own real property in the zone or be an employee or agent of a person that owns real property in the zone. Do you qualify?**

---

Yes  No

---

## **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

# 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.

- ◆ Leadership 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))