



Travis County Commissioners Court Agenda Request

Meeting Date: September 17, 2012

Prepared By/Phone Number: Melissa Velasquez, Judge's Office, x49555

Elected/Appointed Official/Dept. Head: Samuel T. Biscoe, County Judge

Commissioners Court Sponsor: Samuel T. Biscoe, County Judge

AGENDA LANGUAGE:

CONSIDER AND TAKE APPROPRIATE ACTION TO APPOINT DOMINIQUE BOWMAN TO THE SUSTAINABLE FOOD POLICY BOARD TO FILL THE UNEXPIRED TERM OF MEAGAN JONES, EFFECTIVE IMMEDIATELY THROUGH FEBRUARY 28, 2015. (JUDGE BISCOE)

BACKGROUND/SUMMARY OF REQUEST AND ATTACHMENTS:

Ms. Bowman will be replacing and filling the unexpired term of Meagan Jones as our appointee to the Sustainable Food Policy Board. See attached resume.

STAFF RECOMMENDATIONS:

Recommend approval.

ISSUES AND OPPORTUNITIES:

n/a

FISCAL IMPACT AND SOURCE OF FUNDING:

n/a

REQUIRED AUTHORIZATIONS:

n/a

DOMINIQUE RENEE BOWMAN

◆ Austin, Texas ◆ (512) ◆

STRATEGIC DEVELOPMENT/ENTERPRISE SOLUTIONS

Strategic Development Manager with more than 20 years of experience seeking a new opportunity. Extensive experience with all aspects of business development including prospecting, cold calling, scheduling appointments, meetings/presentations, overcoming objections, closing sales and account management. Well-developed skills with new product and new business channel launches. Dedicated leader with outstanding communication skills and a proven track record of success increasing sales, developing relationships, and securing customer loyalty.

AREAS OF EXPERTISE

Full Life Cycle Business Development | Strategic Development | Key Account Management | Sales Presentations
New Product Launches | Sales Training | Relationship Building
Negotiations | Project Management | Consultative Selling | Market Analysis

EXPERIENCE

Profiles International-National

2012 -Present

A human resource assessment solutions that provide valuable insight into crucial decision-making support for the entire human capital lifecycle--recruiting, hiring, onboarding, performance management, professional development, team building and succession planning.

Vice President, Strategic Development

- Serve as a liaison and collaborator between Executive Level Management within the Profiles, including the CEO, CSO as well as Vice Presidents of Marketing.
- Source and develop synergistic unions with key organizations for partnerships and/ or affiliate relationships.

Vice President, Enterprise Solutions Sales

- Spearheaded the launch and implementation of a new position-Vice President, Strategic Development and was promoted into that position within 6 months of hire.
- Exceeded initial sales goal of \$ 500,000 dollars by 110% within the first 4 months of hire.

The Green Lots Project-Volunteer

2009-Present

A Community Garden Initiative that converts empty lots into edible classrooms that is committed to inspire and educate communities across the Nation to grow food in environmentally sustainable ways and create Community Food Systems where locally produced, affordable, fresh, and healthy food is available to all.

Founder/Executive Director

- Founded community garden programs for urban and underserved communities utilizing vacant land to serve as edible a classroom that teaches gardening, nutrition, and sustainability.
- Facilitated a collaborative partnership with Chicago State University and University of Texas providing land and consulting services for food justice projects.

Genesys Group-Scottsdale, AZ

2003 - 2012

A Real Estate brokerage company providing real estate brokerage consulting, project management, and training for the Vacation Ownership Industry.

Broker/Owner

- Provided sales, project management, brokerage, and training services for the Disney Vacation Club (DVC), a new business channel launch for The Walt Disney Company.
- Recruited, trained and managed a high performing team of 45 independent sales advisors that were also licensed Illinois Real Estate Agents/Brokers to sell DVC.

Kimberly-Clark-Cherry Hill, NJ

2001 – 2003

A Fortune 100 company that produces popular paper-based consumer product brands such as Kleenex, Cottonelle, Kotex, Depends, and Huggies Diapers.

National Account Customer Business Manager

- Managed a key national key account, AmeriSource Bergen, a \$10 Million account.
- Improved National Key Account Revenue by 375% over forecast.

Pfizer-Chicago, IL

1997 - 2001

A multinational pharmaceutical corporation with annual sales revenue of more than \$67 Billion.

Professional Healthcare Account Manager

- Responsible for full life cycle business development of cardiovascular, urological, and antibiotic therapies, including prospecting, cold calling, meetings/presentations, contract negotiations, account management and follow-up.
- Exceeded sales forecast by 833% through the successful launch of the first male erectile dysfunction therapy, Viagra.

EDUCATION & PROFESSIONAL DEVELOPMENT

Miller Heiman Certified Professional-Strategic and Conceptual Selling	2012
Google AdWords/Analytics Certification	2012
The Ultimate Sales Academy-National Sales Network	2010
SPIN Selling	1997
Florida A&M University, Tallahassee, FL Bachelor of Science Degree in Elementary Education	1993

RELEVANT SKILLS

SEM, SEO, SEOmoz Open Site Explorer, Google Web Master Tools, Microsoft Office, Excel