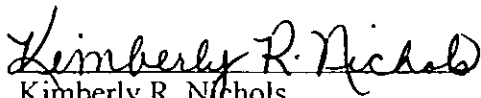


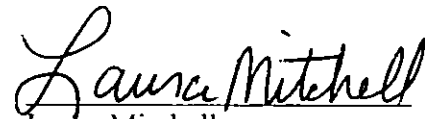
RESOLUTION NO. 2449

BE IT RESOLVED by the City of Salisbury, Maryland that the following individual is reappointed to the City Election Board for the term ending as indicated:

<u>Name</u>	<u>Term Ending</u>
Susan Carey	1/31/2020

The above resolution was introduced, read and passed at the regular meeting of the Council of the City of Salisbury held on the 13 day of October 2014.


Kimberly R. Nichols
CITY CLERK


Laura Mitchell
COUNCIL VICE
PRESIDENT

APPROVED BY ME THIS
14th day of October 2014.


James Ireton, Jr.
MAYOR

INTER

OFFICE

MEMO

OFFICE OF THE MAYOR

To: Tom Stevenson, City Administrator
From: Terence Arrington, Assistant City Administrator
Subject: Appointment to the Board of City Elections
Date: October 3, 2014

Mayor Ireton would like to reappoint the following individual to the City Election Board:

<u>Candidate</u>	<u>Term Ending</u>
Susan Carey	1/31/2020

Attached you will find Ms. Carey's letter of interest, resume and the Resolution necessary for her appointment. Please forward this information to the City Council so it may be placed on their agenda for the next meeting. Please let me know if you have any questions.

Attachments: Letter of Interest
Resume
Resolution of Appointment

CC: Mayor Ireton
Tom Stevenson

SUSAN ELIZABETH CAREY

109 West Philadelphia Avenue
Salisbury, Maryland 21801

Res: 410-548-4591 E-mail: suzyfood@comcast.net

PROFILE

HIGH ENERGY SALES PROFESSIONAL with over 15 years diverse sales experience and demonstrated ability of generating sales and maximizing profits for an employer. Accomplished in the following:

- ▶ Service an existing account base with focus on introduction of new product lines and account penetration.
- ▶ Grow sales by impacting target markets and solicitation of new accounts.
- ▶ Interact closely with managers and owners to build positive relations; resolve problem situations; encourage retention and ensure overall customer satisfaction.
- ▶ Set up marketing displays and promotional tools.
- ▶ Coordinate special events with community organizations and school systems, as well as participate in tradeshow promoting product recognition to the general public.
- ▶ Educate customers on the features and advantages of products that produce profits, effect cost savings and facilitate needs.

EDUCATION

SALISBURY STATE UNIVERSITY, Salisbury, MD
B.A. Degree: Liberal Studies Concentrations in History and English

DEC 1989

EXPERIENCE

PERDUE FARMS, INC., Salisbury, MD Dec
2006-present
Inside Sales Representative- Manage 2 foodservice territories on West and East Coasts. Handles accounts receivable, order input, transportation issues as well as day to day operations needed. Serve as a primary contact to brokers and foodservice accounts. Also works closely with 2 outside representatives in making increased sales of products and maintaining existing customer base.

EBY BROWN, Glen Burnie, MD Apr
2006-Dec 2006
Sales Representative- Manage a retail account base on the Eastern shores of Maryland, Delaware and Virginia. Interact with the decision makers by bringing value added products. Increase sales within existing accounts as well as soliciting new business. Handles accounts receivable as well as transportation issues.

JACK & JILL, Moorestown, NJ FEB 2004-DEC 2005
Food Service Sales Representative - Service an account base of approximately 100 existing customers and solicit new business for this ice cream and novelty manufacturer and distributor. Manage a territory on the Eastern shores of Maryland, Delaware and Virginia.

Key Accomplishments:

- ▶ Captured a chain account of 11 stores from a competitor which increased gross sales volume by \$20-30,000 over a five month period.
- ▶ Expanded a major account by adding a new profit center resulting in approximately \$50-60,000 annual increase in sales.
- ▶ Serve as primary contact for hotel/motel/school trade shows with direct responsibility for the coordination, set up and company representation.

EBY BROWN, Glen Burnie, MD

SEP 2002-FEB 2004

Account Representative - Interacted closely with managers and owners to build solid working relationships that reinforced customer retention. Incorporated the use of interpersonal, communication skills and problem solving ability to ensure overall customer satisfaction. Served

EXPERIENCE, Continued

retail and supermarket chains to retain the company's fair share of the market.

U.S. FOODS, INC., Virginia Beach, VA

MAR 2000-SEP 2002

Previously PVA Monarch Foods

Territory Representative - Was retained through a company buyout and maintained responsibility for territory management and business development for a major broadline food service distributor.

Key Accomplishments:

- ▶ Won a travel incentive for exceeding specific product sales goal.
- ▶ Ranked in the top five sales representatives for achieving one of the highest produce increases in the region.
- ▶ Successfully captured a key account, which increased gross sales volume through persistence, persuasive manner and quality customer service

COCA COLA ENTERPRISES, Salisbury

NOV 1996-MAR 2000

Account Manager - Managed a territory on the Eastern Shores of Maryland and Delaware servicing approximately 150 accounts with emphasis on growing business and expanding existing accounts for a world-renown beverage distributor.

Key Accomplishments:

- ▶ Achieved or exceeded volume and gross profit goals.
- ▶ Won an incentive award for sales increase.

NABISCO INC., Salisbury, MD

NOV 1991-NOV 1996

Merchandiser - Ensured company's fair share of the market through creative merchandising and display of product lines. Traveled to customer locations to maintain product visual awareness, restocked shelves and set up point of sale displays. Interacted extensively with management to establish a positive working rapport.

CIVIC ACTIVITIES/ACCOMPLISHMENTS

Mayor's Round Table, Member, 2001-Present

Salisbury Junior Chamber of Commerce, Member, 1994-Present

Neighbor Association President, 2000-Present

Board of Directors (Public Relations Director), Salisbury Junior Chamber of Commerce, 1995-1996