

**RESOLUTION NO. 3005**

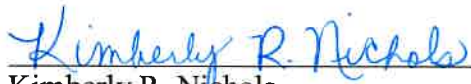
BE IT RESOLVED, by the City of Salisbury, Maryland that the following individual is reappointed to the Elections Board, for the term ending as indicated.

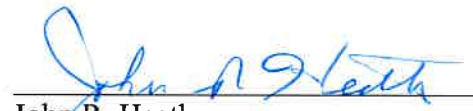
Name  
Susan Carey

Term Ending  
February 2026

THE ABOVE RESOLUTION was introduced and duly passed at a meeting of the Council of the City of Salisbury, Maryland held on February 24, 2020.

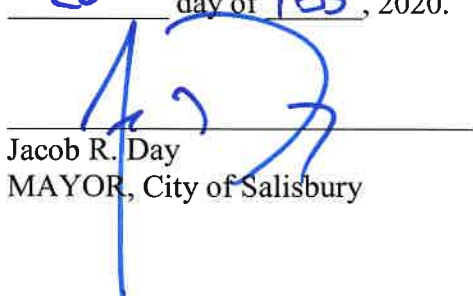
ATTEST:

  
\_\_\_\_\_  
Kimberly R. Nichols  
CITY CLERK

  
\_\_\_\_\_  
John R. Heath  
PRESIDENT, City Council

APPROVED BY ME THIS

26<sup>th</sup> day of FEB, 2020.

  
\_\_\_\_\_  
Jacob R. Day  
MAYOR, City of Salisbury



City of  
**Salisbury**  
Jacob R. Day, Mayor

## MEMORANDUM

**To:** Mayor Jacob Day  
**From:** Julie English, Administrative Assistant  
**Subject:** Reappointment to the Election Board  
**Date:** February 21, 2020

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Mayor Day, the following person has applied for reappointment to the Election Board for the term ending as indicated:

<u>Name</u>	<u>Term Ending</u>
Susan Carey	February 2026

Attached you will find information from Susan Carey and the resolution necessary for her reappointment. If you approve of this reappointment, I will forward this information to the City Council so it may be placed on their agenda at the next Council meeting. Please let me know if you have any questions.

Attachments

Board of Elections interest

Dear City council members and mayor,

I would like to continue being a board member on the Board of city elections. I have lived in the city of Salisbury for the last 13 years and have called Salisbury my home since I was born. I truly understand the importance of a fair and honest election and would like to be at least a small part in making this happen. I have been voting in elections since I was 18 and consider it an honor that I can do so freely. I have attached my resume. I currently work at Perdue Farms and I have worked at Perdue since Dec. 2006.

Sincerely,

Susan E. Carey

# SUSAN ELIZABETH CAREY

109 West Philadelphia Avenue  
Salisbury, Maryland 21801  
Res: 410-548-4591 E-mail: suzyfood@comcast.net

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## PROFILE

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**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 tradeshows 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.

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## EDUCATION

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

DEC 1989

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## EXPERIENCE

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### **PERDUE FARMS INC., Salisbury, MD**

Dec.2006-present

**Inside Sales Representative**-Manages foodservice territories on West and East Coasts. Also handle distressed customers and bid system. Handles accounts receivable, order input, transportation issues as well as day to day operations needed. Serves as a primary contact to brokers and foodservice accounts. Also works closely with 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. Serviced

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**EXPERIENCE, Continued**

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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 PYA 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.

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**CIVIC ACTIVITIES/ACCOMPLISHMENTS**

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Social Events director on Engagement team at Perdue-2016-present

Mayor's Round Table, Member, 2001-2015

Salisbury Junior Chamber of Commerce, Member, 1994-2002

Neighbor Association President, 2000-Present

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

Board of Elections City of Salisbury. 2011-present

Member of United Way at Perdue-2011-present