

MANAGEMENT/SALES 1989-1995 Costsaver Equipment and Supplies President & CEO

- Created and Developed Costsaver Equipment and Supplies (an authorized Xerox agent, a provider of business equipment and office supplies specializing in facsimile paper.
- Managed national contract sales, sales team and oversaw daily operations.
- Developed Costsaver Equipment and Supplies Company into the largest distributor of facsimile paper for a four the state area (Kentucky, Ohio, Tennessee, and West Virginia).

MANGEMENT/SALES 1977-1989 Xerox Corporation

National Account Sales and Regional Negotiator (1985 – 1989)

- Facilitated sales and contract negotiations for equipment sales to fortune 500 and major corporations throughout Kentucky, Ohio, Tennessee, and West Virginia.

High Volume Marketing Manager (1981 – 1985)

- Created strategic marketing and sales plans statewide.
- Created and reviewed sales performance and market analysis.
- Made closing call with Xerox sales representatives throughout Kentucky district offices.

Copier Sales Representative (1977- 1981)

- Made sales call on local businesses to present the Xerox full line of copiers, office products and supplies.

1974-1977 Equitable Life Assurance Society of the United States

Commercial Real Estate Appraiser

- Established value of real property for the purpose of making loans, acquisitions and investments.

EDUCATION

Aug 1970- May 1974 Fayetteville State University Fayetteville, NC

B.S. BUSINESS ADMINISTRATION; MARKETING

AWARDS/

MEMBERSHIPS

Jeffersontown Chamber of Commerce 2004 Entrepreneur of the year.

Jeffersontown Civil Service Board 1995 – present (Appointed by mayor of Jeffersontown)

Board of Trustees Jeffersontown Fire Protection District (Appointed by mayor of Louisville)

2015 Graduate from the FBI Citizens Academy Program

2017 Graduate of Focus Louisville (Leadership Louisville Center)

Kentucky Congress of Parents and Teachers (Life Membership)

Kappa Alpha Psi Fraternity (Life Membership)