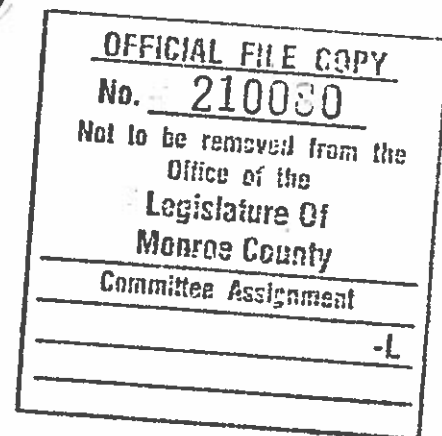




Monroe County Legislature
Office of the President

DR. JOE CARBONE
PRESIDENT

March 5, 2021



To the Honorable
Monroe County Legislature
407 County Office Building
Rochester, New York 14614

Subject: Confirmation of Reappointment and Appointment to the Monroe County Water Authority

Honorable Legislators:

I, Dr. Joe Carbone, President of the Monroe County Legislature, in accordance with Section 1095, Title 5 of the Public Authorities Law of the State of New York, do hereby submit to this Honorable Body for its confirmation the reappointment of Ms. Sheryal A. Volpe and appointment of Ms. Marcia Van Vechten to the Monroe County Water Authority.

Ms. Volpe resides at 162 Amann Road, Honeoye Falls, New York 14472. Her appointed term is to be effective immediately and expire on April 1, 2026.

Ms. Van Vechten resides at 1615 Clover Street, Rochester, New York 14618. His appointed term is to be effective immediately and expire on April 1, 2026.

The specific legislative action required is to confirm the reappointment of Ms. Sheryal A. Volpe and appointment of Ms. Marcia Van Vechten to the Monroe County Library System Board of Trustees.

The legislative action requested in this referral is not an "Action" as that term is defined in 6 NYCRR 617.5(b), and is not subject to review under the State Environmental Quality Review Act.

This action will have no impact on the revenues or expenditures of the current Monroe County budget.

Sincerely,

Dr. Joe Carbone
Monroe County Legislature
President

MARCIA VAN VECHTEN

1615 Clover Street • Rochester, NY 14618 • (585) 729-3330

E-Mail Address: mvanvechten@aol.com

SUMMARY OF QUALIFICATIONS

- A leader in business-to-business sales, marketing, and key account management.
- Successful in identifying new prospects, developing business relationships, introducing new technology, negotiating and closing contracts.
- Highly effective in account management, retention and expansion through identifying and developing new business opportunities.
- An organized and motivated self-starter with a track record of sales leadership volume and customer satisfaction.
- Proficient in a variety of Microsoft Office Software including Microsoft Word and Microsoft Excel.

HIGHLIGHTS OF QUALIFICATIONS

BUSINESS MANAGEMENT

- Engaged in all aspects of the real estate profession including listing presentations, conducting comparable market analyses, generating purchase contracts, utilizing Authentisign for document management, and overseeing property management
- Responsible for providing technical expertise to sales, account management, and other departments to achieve desired revenue production
- Consistently maintained high profit margins on equipment
- Enhanced new business opportunities within existing accounts
- Developed project plans, ensured timeliness, and oversaw implementation of projects
- Introduced new technology for traditional business applications to a broad range of industries

LEADERSHIP AND TRAINING

- Assessed training needs for profit and not-for-profit organizations through informational presentations and post-sale follow-ups
- Provided training to sales and sales support teams in Global Crossing bandwidth, data networking, and access products
- Coordinated training for account contacts

SALES AND CUSTOMER SERVICE EXPERTISE

- Demonstrated and sold Automated External Defibrillators (AEDs)
- Sold wireless communications equipment and services to businesses and municipalities
- Recommended and sold cost effective and results oriented training programs
- Consistently recognized and compensated for exceeding sales goals
- Generated monthly usage revenue per subscriber which exceeded corporate goals
- Surpassed monthly sales quotas through customer needs analyses, client relationship building, field demonstrations and follow-up
- Received incoming calls and serviced customers through appropriate procedures
- Monitored and evaluated customer satisfaction results and implemented changes as a result of feedback
- Educated customers with regard to technical logistics of services

PROFESSIONAL EXPERIENCE

HUNT REAL ESTATE ERA, Rochester, NY

2012- Present

Realtor

Prepare and perform real estate listing presentations and purchase contracts

AMERICAN RED CROSS, Rochester, NY

2003 - 2012

Account Executive

Marketed and sold safety training programs and capital equipment to corporations, government agencies, not-for-profit and healthcare organizations.

GLOBAL CROSSING, Rochester, NY

2000 - 2002

Network Planning Analyst

Functioned as customer-sales-operations liaison for the introduction of new products and product enhancements

NEXTEL PARTNERS, INC. Rochester, NY

2000 - 2000

Senior Account Executive

Role was to maximize the market penetration for integrated cellular, paging, and two-way communications solutions.

AT&T WIRELESS, Rochester, NY

1989 - 2000

Account Executive

Sold wireless communications equipment and services to businesses and municipalities. Managed account servicing.

- Promoted to Account Executive position in 1994
- Promoted to Customer Retention supervisor in 1991

EDUCATION AND PROFESSIONAL DEVELOPMENT

MS, Service Leadership & Innovation: Rochester Institute Of Technology, Rochester, NY

BA, Business Management: Marymount Manhattan College, New York, NY

Certificate in Nonprofit Leadership: Roberts Wesleyan College, Rochester, NY

United Way African American Leadership Development Program (AALDP), Class of 2002

Leadership Rochester, Class of 2007

PROFESSIONAL AFFILIATIONS

- 2003 – Democrat & Chronicle Board of Contributors
- 2003 – 2008 Board Member, Partners in Community Development, low income housing
- 2006 – 2009 Chair, Placement Resource Committee, United Way (AALDP)
- 2006 – 2008 Facilitator, North East Area, Rochester Children's Zone (RCZ)

SKILLS AND TRAINING

- Consultative Selling
- Dimensions of Professional Selling, Jack Crew Positional Selling Systems
- Seminars: employee counseling, appraisals, positive reinforcement
- Facilitative Leadership
- Integrity Selling
- American Red Cross Health and Safety Instructor