

# CIRRICULUM VITAE (CV)

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## **BACKGROUND OVERVIEW:**

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- Over 31 years of corporate experience in various industries and at various levels
- 8 years of higher education student experience to include two undergraduate degrees and two graduate degrees
- 8 years of higher education adjunct lecturing experience at the undergraduate level
- 19 years of EMC/EMI regulatory compliance engineering experience at three ISO 17025 Nationally Recognized Test Labs (NRTL's)
- 20+ years of project coordination and project management experience
- 18 years of non-profit organization management at various executive board levels
- 12+ years expertise in business planning, strategic planning, business development, and financial and budget analysis
- 20 years of keynote speaking, workshop facilitation, professional development, and mentoring
- 18 years of business event planning, coordination, and execution of conventions, conferences, seminars, summits, and symposiums
- Strong interpersonal, community engagement, and leadership skills

## **VALUE PROPOSITION:**

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I have immense diverse skillsets inclusive of management, small business advisement, adjunct lecturing, and leadership proficiencies developed in engineering, business, project management, and academia over the past 30 years combined, which are value-added to any organization. I am driven to succeed through innovative thinking, research, determination, continuous personal development, and strategic planning for executing directives and ideas. My development has been carefully designed to make me functional in various professional environments, and especially, to succeed in entrepreneurship. I am a global minded, out-the-box thinker who enjoys learning, solving problems, expanding out of my comfort zone, and empowering those around me to be successful.

## **EDUCATION:**

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### **KELLER GRADUATE SCHOOL OF MANAGEMENT**

**of DEVRY UNIVERSITY**, Alpharetta, GA

Master of Project Management (M.P.M) - with Honors, 02/2005

Master of Business Administration (M.B.A) - Management, 12/2004

### **DEVRY INSTITUTE OF TECHNOLOGY**, Alpharetta, GA

Bachelor of Science (B.S.) - Telecommunications Management, 03/2002

Associate of Applied Science (A.A.S) – Electronics Engineering Technology, 10/1997

## **BUSINESS MANAGEMENT ACUMEN:**

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Non-profit management, business plan writing, market research, market plan writing, feasibility studies, economic and industry analysis/research, operations, process improvement and re-engineering, sales projections, customer relations management, public relations, financial analysis (P&L, balance sheet, cash flow statement, ratios, break-even, excel spreadsheet development), strategic planning, project management (PM lifecycle management, scheduling, critical path network, EVM/EVA, budgeting, cost estimation and analysis, resource allocation, staff supervision, WBS development, risk management and contingency planning, compliance audits, quality control, and contract negotiations), meeting and event planning, employee training, and additional business experience.

## **SOFTWARE ACUMEN:**

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MS Project, MS Excel, MS Word, MS Power Point, MS Publisher, Visio

## **ENGINEERING ACUMEN:**

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Rohde & Schwarz spectrum analyzers, Hewlett Packard spectrum analyzers, AC/DC power source, network probes, soldering irons, digital analyzers, oscilloscopes, signal generators, board and system level troubleshooting, filters (high pass, low pass, band pass), various antennas, testing in fully and semi-anechoic chambers, etc.

## **ADJUNCT TEACHING:**

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2009 – Present (Last Assigned Class – Fall 2017)

**SHORTER UNIVERSITY, COLLEGE OF ADULT AND PROFESSIONAL PROGRAMS (CAPP)**

**Adjunct Professor of Business - Undergraduate**

[www.shorter.edu](http://www.shorter.edu)

**Courses** - Introduction to Project Management (PMI and PMBOK methodologies), Management and Organizations, Organizational Behavior, Principles of Management, The Organization and Process, Management Research Tools and Analysis. [CLICK HERE](#) to view courses in detail.

- Oversee and administer all exams, projects, written papers, and class work
- Manage classroom instruction and solicit intellectual discussions on diverse topics
- Review, evaluate, and lead discussions on case studies
- Facilitate grading of all coursework and guide students along a path of academic success
- Mentor and advise students who are challenged with course work
- Assist the business department in continuous development of the course module
- Attend all faculty meetings and activities

## **BUSINESS AND MANAGEMENT CONSULTING:**

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2012 - Present

**THOMPSON MANAGEMENT CONSULTING, LLC**

***“Better Business Bureau (BBB) A+ Rated and Accredited”***

**CEO and Principal Consultant**

<https://tmconsultingllc.com/>

Independent Consultant working with start-up and existing businesses applying a holistic approach to helping businesses grow successfully. Work include, but not limited to:

- Business development and operations
- Business planning
- Marketing and analysis
- Industry and economic research
- Strategic planning
- Financial and budget analysis
- Feasibility studies
- Project management
- Business event planning and management

The following are services offered through collaborations and/or partnerships:

- Legal services
- Web development
- CPA and tax planning
- Retirement and investment planning
- Digital and social media marketing
- Small business alternative funding / access to capital
- Apps and customized software
- IT infrastructure and security
- Human resources

I am available to work on a 1099 independent consultant arrangement.

2014 - Present

**ANNUAL ENTREPRENEURSHIP AND SMALL BUSINESS SUMMIT (ESBS)**

[www.b2bconference.net](http://www.b2bconference.net)

Organized and executed by Thompson Management Consulting, LLC, the annual ESBS is a business event targeting small business owners, entrepreneurs, aspiring entrepreneurs, thought leaders, decision-makers, academicians, policy makers, and anyone involved in business development. The event is scheduled during National Small Business Week and includes the following value-added benefits:

- Classroom style workshops
- Keynote addresses
- Panel discussions
- Professional networking
- B2B expo and exhibiting for business owners
- On-site professional interviews of speakers and attendees
- Health fair with free screenings

Planning and coordination of this event includes, but not limited to:

- Interviewing and sourcing all speakers
- Recruiting assistance from the SBA, SBDC, BBB, SCORE, IMC-USA and other business organizations
- Budget management and cost analysis
- Event project management of all planning tasks and activities from initiation to close
- Marketing and promotions
- Develop media kits and press releases for local radio interviews and media outlets
- Video production

- Coordination with event facilities
- Coordination with caterers for breakfast and lunch
- Contract negotiation and management
- Numerous ancillary tasks
- Meetings with key contributors and stakeholders
- Recruiting and registering vendors
- Hotel blocks for out-of-town attendees

## **PROFESSIONAL EMPLOYMENT HISTORY:**

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8/2015 – Present

### **COMPLIANCE ENGINEERING BUSINESS DEVELOPMENT MANAGER – SGS**

[www.sgs.com](http://www.sgs.com)

- Grew and currently manage a global portfolio of clients averaging \$1M in annual regulatory compliance sales for EN/IEC 60601-1 (Medical), EN/IEC 61010-1 (laboratory), EN/IEC 60590-1 (ITE), EN/IEC 60335 (Appliance), EN55024/032, FCC Part 15B unintentional and 15C intentional (BLE, LTE, wireless, WiFi), ICES-003 (Canada), Japan, Korea, CB Scheme, INMETRO (Brazil), AUS/NZ (Australia/New Zealand), ITA/GMA (International Type Approvals / Global Market Access), Chemistry/RSTS (RoHS, WEE, Reach, Prom 65), and other programs
- Increased new clients by 45% within 3 years
- Forecast sales projections for the month, quarter, and year, and compare with actual sales generated within each respective period
- Manage customer relations and expectations
- Travel to customer locations for meetings and presentations to promote our global sphere of influence
- Coordinate communication across multifunctional departments and global offices for virtual conference meetings with clients
- Generate monthly progress and sales reports to senior management and operations
- Participate in weekly sales meetings, lunch and learns, and other operations related sessions
- Work closely with all technical managers to generate quotes, especially working close with our network of 2,000 global labs and offices
- Utilize LinkedIn, ZoomInfo, and other online resources for lead generation
- Attend trade shows, industry symposiums, and other regulatory compliance events to promote our services and generate leads
- Organized and executed our first and second annual engineering compliance conference, which was eventually converted into quarterly seminars
- Work with senior engineering managers and designers to understand their target markets, and help customize a suite of compliance tests to acquire the right certifications for market penetration and global access
- Utilize my engineering background to educate clients on their best options for product evaluation
- Coordinate with other labs for possible outsourcing of tests

### **REGULATORY EMI/EMC COMPLIANCE ENGINEER (Combined):**

4/2011 – 8/2015

**INTERTEK / ETL-SEMKO** – Duluth, GA

***EMC Project Engineer***

[www.intertek.com](http://www.intertek.com)

12/2006 – 3/2009

**ADVANCED COMPLIANCE SOLUTIONS, INC. (now part of TUV SUD) – Buford, GA**

**EMC Compliance Engineer / Project Manager**

<https://www.tuv-sud-america.com/us-en>

12/1998 – 6/2002 (Initial period)

8/2005 – 12/2006 (Second period)

**UNITED STATES TECHNOLOGIES, INC. – Alpharetta, GA**

**EMC Compliance Engineer Technician/Project Manager**

<http://www.ustech-lab.com/>

- Responsible for generating over \$250-500K a year in EMC engineering compliance testing
- Compliance engineering testing 30MHz – 25GHz (radiated, conducted, susceptibility, and immunity), troubleshooting, and diagnostics in accordance with FCC 15.109 and 15.107, EN55011/22/24, EN61326, EN61000-6-1/6-2/6-3/6-4 (light and heavy industrial), IEC6100-4-2, 4-3, 4-4, 4-5, 4-6, 4-8, 4-11 Immunity, UL991, 802.11 and EN301489-1 RTT&E Wireless, Industry Canada (IC), and VCCI Japanese for the electronic engineering industry
- Voltages tested to 110VAC-480VAC/50Hz – 60Hz (single to three phases)
- Tested digital and RF electronics that support cable set-top boxes, fiber optic transmission WDM networks, voice and data networks, enterprise networks, cell phone chargers, cable modems, 2.4GHz transceiver modules, video security networks, wireless communication networks, point of sales systems, self-service kiosks, aviation radar systems, medical products, electronic measurement systems, elevator controls, meters, and other related products for the electronic industry
- Set-up and configuration of computer network systems for testing
- Managed B2B relations with clients to maintain project management support
- Responsible for initiating, planning, executing, monitoring and controlling, and closing engineering projects
- Applied critical path analysis to keep projects on schedule.
- Managed multiple engineering projects for 15-20 companies utilizing Intuit Quick Base, a project management system to track projects, MS Project, manage customer relations, maintain project schedules, manage project costs and budgetary cost control, allocate lab resources, and prevent scope creep
- Oversaw strategic planning and development of various engineering projects
- Applied metrics to quantify achievable goals for each project, reducing product re-test by 20%
- Developed and executed risk and contingency management plans
- Managed quality control of engineering test procedures
- Prepared all processes for annual laboratory compliance audits, such as NVLAP/ISO 17025 governing over 200 methods and standards (including information technology, telecom, wireless, product safety, immunity, and radiated emissions) all pursuant to ISO 9001, Federal Communications Commission standards, and UL standards. Audits comprised evaluation of logs for engineering test equipment calibrations, proper use of engineering standards and test procedures, technical knowledge of testing procedures, use of proper engineering calculations, application of proper equipment test limits, use of proper test configurations, engineering reports, and applying proper test procedures per the intended operational use of the product
- Assisted design engineers with solving electromagnetic interference issues on their circuit boards and within their overall electronic systems
- Advised designers on best practices for solving EMC engineering issues
- Responsible for supervising the training and development of EMC technicians, especially on various test equipment

- Continuously researched and designed systems to optimize operations of the engineering laboratory to maintain efficient engineering processes
- Facilitated project status meetings with department managers and clients

9/2003 – 8/2005

**THE HOME DEPOT, INC., (CORPORATE OFFICE)** - Atlanta, GA

**Sales Auditor – Revenue Accounting Division**

- End-of-day sales auditing of 30 stores to balance all revenue accounts
- Provided assistance to bookkeepers in the stores to resolve sales accounting issues
- Trained bookkeepers on the vault process as it related to procedures and sales auditing, and correct use of accounting procedures
- Researched sales issues for various media charges, gift cards, and online credit concerns
- Responsible for end-of-month closing of each store, which contributed to the reporting of Home Depot’s monthly sales report
- Completed journal entries, and credit card correction memos for proper balancing of sales
- Created logging system to facilitate better reporting of deposits by the bookkeepers
- Participated in monthly progress and strategy meetings

11/1997 - 9/1998

**SCIENTIFIC ATLANTA/EXCEL TECHNICAL** – Duluth, GA

**RF Electronics Engineer Technician**

- Component-level troubleshooting and testing of 870 MHz automatic gain control (AGC) circuit boards
- Soldering and minor rework of all failing boards to pass specifications
- Maintained daily calibrations of network analyzers and other test equipment
- Worked with RF Design Engineers to reduce the volume of failing boards
- Participated in weekly project meetings

**GOVERNMENT APPOINTMENT / ELECTED POSITION / CIVIC SERVICE:**

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2019

**LAWRENCEVILLE CITY COUNCIL – POST 1**

[www.austin4citycouncil.com](http://www.austin4citycouncil.com)

Candidate – Unsuccessful bid with 39.3% (311/790) of all votes casted, second of three candidates.

Campaigned for a City Council position with a core plan for creating living wage jobs, curbing homelessness, expanding transportation, economic development, and enhancing low-income communities. Election was held on Tuesday, November 5, 2019.

2019 – Present

**GWINNETT COUNTY BOARD OF COMMISSIONERS – DISTRICT 4**

Development Advisory Committee

<https://www.gwinnettcountry.com/web/gwinnett/departments/planninganddevelopment/publicmeetings/-/bacs/committee/8>

Newly appointed by District 4 Commissioner, Marlene Fosque, to assist the Board of Commissioners and Gwinnett County, in addition to the Department of Planning and Development with ideas, recommendations, and guidance for revitalization, redevelopment, community enhancement, and the overall economic vitality of the county. Click on the link above to view the full scope of responsibilities for the committee and appointed committee members.

2015 - 2018

**DONNA MCLEOD FOR GEORGIA HOUSE OF REPRESENTATIVES (DISTRICT 105) - WON**

**Campaign Manager**

Part of a high functioning team of volunteers who manage and coordinate campaign strategy and all aspects of the campaign to support the following activities:

- Canvassing neighborhoods in the district
- Organize and execute fundraising events
- Phone banking
- Volunteer recruitment
- Meeting facilitation
- Sign placement
- Scheduling meetings and appointments with donors and endorsing organizations
- Coordinating candidate forums and radio interviews
- All other relevant campaign activities

2015 – Present

**CITY OF LAWRENCEVILLE – DOWNTOWN ARCHITECTURAL REVIEW BOARD (DARB)**

<https://www.lawrencevillega.org/203/Downtown-Architectural-Review-Board>

Personal appointment by the Mayor of Lawrenceville, GA, Judy Jordan Johnson, to a 4-term on the Downtown Architectural Review Board (DARB) in 2015. The Board is responsible for:

- Reviewing plans of developers and investors who wish to establish businesses in the downtown Lawrenceville district for economic revitalization. The plans include variances to the facades of buildings and appearances of various structures in the construction plans of the developers, such as sidewalks, driveways, parking areas, signage, etc.
- Listening to each investor and engage in a Q&A to determine economic viability of the plans, and determine reasons for the variances
- Moving to vote on adopting all acceptable plans, either yes, no, abstention, or tabling the vote to a subsequent meeting to allow investors time to collect additional information

2012

**7<sup>TH</sup> CONGRESSIONAL DISTRICT OF GEORGIA**

**Elected Delegate**

Democratic National Convention – Charlotte, N.C.

**SPECIAL PROJECTS:**

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2018 – 2020

**SCHOOL OF ENTREPRENEURSHIP AND BUSINESS INNOVATION AT THE UNIVERSITY OF GUYANA**

Conference Planning Committee

Appointed by the Vice Chancellor of the University of Guyana, Dr. Ivelaw L. Griffith (now retired), to participate on a steering committee to discuss critical planning, project coordination, and strategic direction for recommendation to the Vice Chancellor's office, in respect to the university's inaugural Entrepreneurship and Business Conference, scheduled for May 2018 and 2019. Planning and discussions involved, but were not limited to the following:

- Budget development and reviews

- Cost/budget analysis and ROI
- Program and workshop development
- Identifying and confirming speakers
- Logistics reviews
- Marketing and promotions
- Reviewing event website
- Project scheduling

2018

**UNITING FOR HEALTH INNOVATION (UfHI), FORMERLY PAHO – ATLANTA, GA**  
Special Focus Group and Task Force

Participant on a special task force galvanized to address concerns of dangerous hurricane occurrences and execute the following actions:

- Determine how the organization will provide resources and education to prepare Caribbean residents for perilous and active hurricane seasons
- Addressing challenges which occur after hurricanes destroy the landscape, leaving residents without shelter, clean drinking water, food, proper access to healthcare, and other critical necessities which are affected by adverse conditions
- Strategy planning, development, and project management to produce actionable plans and processes
- Coordinating town hall meetings and information sessions with the Caribbean community
- Coordinating with government ministries in Caribbean countries for emergency shipments and logistical support
- Coordinating with shipping companies here in Georgia

2017 – 2018

**CITY OF LAWRENCEVILLE**  
Zoning Ordinance Steering Committee

Appointed to a 12-member steering committee to perform the following duties:

- Collectively review current city zoning ordinances and codes for the City of Lawrenceville
- Determined possible revisions to the existing codes to positively impact the residents and business community of Lawrenceville
- Determined the economic viability of various decisions to revising the codes
- Reviewed and discussed plans presented by the architects

Results and decisions were compiled into a “Lawrenceville Forward” 2040 comprehensive development plan for the continued economic revitalization of the downtown Lawrenceville area. The Steering Committee was assembled for a duration of 5 months, and the plan was adopted in December 2018.

2016

**CITY OF SOUTH COBB ECONOMIC DEVELOPMENT**  
Business Development Committee

Served on a special committee of business men and women assembled by District 4 Commissioner, Lisa Cupid, to discuss economic development in the South Cobb area to benefit entrepreneurs. Duties and discussions included, but were not limited to the following:



- Identifying resources currently available to entrepreneurs in South Cobb
- What resources were needed by existing small businesses
- How development could and would economically impact the community
- What assistance and resources were needed for start-up businesses
- Best practices in assisting minority businesses to flourish
- Benefits of establishing business incubators to help cut costs for start-up entities
- Capacity building for small businesses

The results and decisions were compiled for Commissioner Cupid to use in her role as a civic leader in the South Cobb area, especially for the economic development of that area.

2013 – 2015

**FORT VALLEY STATE UNIVERSITY**

Special Projects Advisor to President Ivelaw L. Griffith, Ph.D

Through Thompson Management Consulting, LLC, advised directly with the 9<sup>th</sup> President of Fort Valley State University, Dr. Ivelaw L. Griffith to organize various activities for increasing visibility to the President’s global initiatives. Various initiatives were developed and implemented to diversity avenues for increasing international enrollment. Duties included, but were not limited to the following:

- Coordinated visits to Metro Atlanta area churches to meet with clergy and members
- Coordinated public appearances at Metro Atlanta area Caribbean and Latin events to meet with community leaders
- Developed a strategy on expanding the awareness of Fort Valley State University as a destination for Latin and Caribbean students to increase international enrollment
- Assisted with increased exposure among Metro Atlanta area media outlets, such as radio and publications
- Planned, organized, and executed the university’s 2015 international festival, which included a soccer tournament, international food vendors, international entertainment, keynote messages from area political and business representatives, and on-site enrollment efforts
- Coordinated with key university staff to execute the President’s goals
- Participated in key meetings with the President and his staff on international enrollment strategy planning

2013

**GUYANA EXPO AND INVESTMENT CONFERENCE**

Visionary, Coordinator, and Project Manager

Under the auspices of the Ministry of Finance of the Cooperative Republic of Guyana, and the Guyana Office of Investment (Go-Invest), coordinated and executed a successful Expo showcasing over 65 businesses who traveled from the South American country of Guyana to promote their products and services to potential American markets. Duties included, but not limited to:

- Negotiated with, and worked in conjunction with the Junior Minister of Finance and officials at Go-Invest on all planning and coordination
- Project management from initiation to close of the event
- Managed a budget of USD\$25,000 and all expenses
- Facilitated all payments to businesses
- Coordinated reservation and logistics with the conference center
- Hired all entertainment, recruited speakers, and sourced all resources for the event

- Communicated with U.S. Customs and Border Protection, Fish and Wildlife, and Savannah Port of Entry on importing many products for the expo
- Executed marketing initiatives and utilized diverse marketing channels
- Scheduled and held meetings with various sectors of Corporate Guyana to include the Ministry of Small Business, Tourism and Travel, Agriculture, Food and Beverage, Crafts, and education
- Generated weekly updates to the Ministry of Finance
- Coordinated transportation for all vendors upon arrival at Hartsfield-Jackson International Airport
- Coordinated hotel arrangements for vendors and all dignitaries attending from Guyana

2009 – 2010

### **CARIBBEAN DIASPORA FOR SCIENCE, TECHNOLOGY, AND INNOVATION (CADSTI)**

Organizing and Founding Committee – South East

Served as a member of the founding committee for the South East region for CADSTI. The founding members were responsible for the following:

- Establishing and setting a direction for the organization
- Determining the organization’s mission
- Vision for the organization
- Set SMART goals
- Worked on the strategic planning framework
- Met weekly to discuss the execution of ideas for the organization
- Programs for coordination with the Caribbean Science Foundation (CSF)
- Developing fundraising strategies

### **PUBLICATIONS / PUBLISHED WORK:**

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#### **A BRAND NEW YOU: TAKING OWNERSHIP OF YOUR PERSONAL BRAND**

Xlibris Publishing, 2010

First published book written for entrepreneurs, business and corporate professionals, and students. This important book addresses personal branding, the importance of building positive images, how damaged brands ruins careers, developing your personal SWOT, steps to building a personal brand, developing a positive attitude, managing risk to your personal brand image, and the vulnerability of digital branding. Click [HERE](#) for ordering from Barnes and Noble or Amazon.

#### **THE EMPOWERED BUSINESS JOURNAL**

Monthly Online Publication for Entrepreneurs and Business Owners

Published by Thompson Management Consulting, LLC

*All written articles and publications are archived [HERE](#)*

### **PRESENTATIONS:**

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May 3, 2018

#### **WHY YOUR BUSINESS PLAN MATTERS**

5<sup>th</sup> Annual Entrepreneurship and Small Business Summit (ESBS 2018)

- *Discuss with small business owners and entrepreneurs the benefits of a business plan, its critical components, leveraging various funding options and investors, marketing strategies, building a*

*robust business model, operations strategies, and understanding the business' financial performance through its first five years in operation.*

November 17, 2017

**YOUR ENTREPRENEURIAL JOURNEY**

Georgia Haitian-American Chamber of Commerce, Inc.

Good Samaritan Haitian Church, Lawrenceville, GA – Small Business Conference and Expo

- *Presentation to small business owners detailing the 7 stages of a business lifecycle and all activities to establishing and growing a successful business.*

July 12, 2017

**WHY YOUR BUSINESS PLAN MATTERS**

Discovery High School – 2017 Entrepreneurship and Small Business Summit (ESBS 2017)

- *Presentation on the key elements of a business plan for start-up businesses, and why it is important for seeking funding or for use as a guide in growing one's business*

October 5, 2016

**FUTURE ENTREPRENEURS: LEADERS EXPLORING ENTREPRENEURSHIP**

Clayton State University, College of Business – Business Class, CSU 1000

- *Presentation to an undergraduate class detailing the ways in which leaders can pursue entrepreneurship and the steps to business development.*

May 19, 2016

**A PATHWAY TO YOUR MARKET: DEVELOPING AN EFFECTIVE MARKETING PLAN**

Discovery High School – 2016 Entrepreneurship and Small Business Summit (ESBS 2016)

- *Presentation discusses strategies for developing an effective marketing plan for entrepreneurs and business owners*

November 19, 2015

**WHAT BUSINESS OWNERS CAN DO TO ACQUIRE LOANS TO ADVANCE AND PROMOTE THEIR BUSINESSES**

Georgia Haitian-American Chamber of Commerce, Inc.

Ole Restaurant Bar and Lounge, Stone Mountain, GA

- *Presentation to an audience of Haitian business owners discussing access to capital, the challenges of acquiring business credit, why banks do not lend to certain businesses, the advantages of building personal credit, a statistical analysis of access to credit by demographics, and alternative lending for business owners.*

May 5, 2015

**ARE YOU READY FOR BUSINESS OWNERSHIP**

DeVry University – 2015 Entrepreneurship and Small Business Summit (ESBS 2015)

- *Presentation takes entrepreneurs on a path to the realities of starting a business, growing a business through triumphs and challenges, and sustaining its success*

## **Atlanta Public Library System – Wolf Creek Branch, Atlanta, GA**

### **Lecture Series**

January 24, 2015

#### **Your Personal BRAND and Digital Footprint**

- How do people see or perceive you, based on what your image is projecting. Discussed personal traits, characteristics, and every day behavior which can leave a positive or negative footprint on the minds of those with whom we encounter.

February 7, 2015

#### **Branding for Entrepreneurs**

- How small business owners, especially solo entrepreneurs, manage their personal BRAND image to build loyal customers and credibility.

March 7, 2015

#### **Managing Risk / Maintaining BRAND Value**

- How to avoid damaging your personal BRAND and mitigating loss to your BRAND value.

April 4, 2015

#### **Your Personal SWOT Analysis**

- How to utilize a SWOT analysis to determine your BRAND value by analyzing your strengths, weaknesses, opportunities, and threats.

### **BUSINESS TRAINING / WORKSHOPS:**

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#### **SMALL BUSINESS START-UP CLINIC**

***Designed for start-up and growing businesses within 0-5 years of operation (Ongoing)***

A 3-hour class for small business owners discussing business planning, social media platforms, marketing, strategic planning, goal setting, financial analysis, legal structures of a business, how to determine start-up capital for business funding, the mindset of an entrepreneur, and the lifecycle of a business.

#### **ACTIVE COMMUNITY SERVICE:**

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- Community Action Network Initiative (CANI) – Executive Board Member (2016 – Present)
- Discovery High School – Business Advisory Board Member/Student Mentor (2015 – Present)
- The Guyana Association of Georgia – Education Committee Chair (2016 – 2018)
- The Guyana Association of Georgia – President (2011-2013)
- The Georgia Caribbean-American Heritage Coalition – Executive Board Advisor (2013)
- The Guyana Association of Georgia – Vice President (2009-2011)
- The Guyana Association of Georgia – Secretary (2008-2009)
- The Latin America Association – Volunteer Member (2007-Present)
- The National Society of Black Engineers – National Finance Chair (2004-2005)
- The National Society of Black Engineers – Regional Chair (2003-2004)
- The National Society of Black Engineers – Regional Vice Chair (2002-2003)

## HONORS:

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- Caribbean Legislative Week – Community Leadership Recognition by the Georgia House of Representatives - House Resolution 1475
- Pinnacle Award Nominee – The Gwinnett Chamber of Commerce - 2016
- Recognition for Outstanding Leadership as President – Guyana Association of Georgia – 2013
- Award of Excellence for Commitment and Service – Guyana Association of Georgia – 2015
- George P. Doherty Award candidate for Graduate level honors graduates – 2005
- United States Achievement Academy Honors Recognition – 2003
- NSBE Torchbearer for Academic Excellence and Scholarship – 2002
- Dean’s List (Fall 1999, Summer 2000)
- Graduation Student Speaker – Fall 1997

## PROFESSIONAL AFFILIATIONS:

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- Association of Accredited Small Business Consultants (AASBC)
- Global Entrepreneur Congress - Delegate
- Institute of Management Consultants (IMC-USA)
- Gwinnett Chamber of Commerce
- Georgia Hispanic Chamber of Commerce
- Metro Atlanta Business Association (MABA)
- Institute of Electrical and Electronics Engineers
- National Society of Black Engineers
- Project Management Institute (PMI)

## INTERESTS:

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Book publishing, reading, computer repair, electronics, mentoring pre-college students, global politics and economics, global entrepreneurship initiatives, career and personal development initiatives, music, traveling, sports, workshop facilitation, small business lifecycle development, entrepreneurship, charitable activities, professional networking, socio-economic development research in underdeveloped countries, political candidate consultation/advisement, and future elected political aspirations.

## CURRENT PIPELINE PROJECTS:

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- Your Journey to Success  
*Second published book*
- Emotional intelligence for successful entrepreneurs and effective team building  
*Presentation material for professional workshops*
- Driving successful local economies in minority communities  
*Research for white paper*
- Entrepreneurship and economic development in emerging economies  
*Research for bi-lateral trade initiatives*

## REFERENCES:

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Required professional references will be furnished upon request