

They Want to Move Back... and Who Can Blame Them?

As summer rolls on, so do the qualified job hunters looking to relocate to the northwoods of Wisconsin... this issue brings Sales Manager, Retail Store Manager, Telecommunications Management along with Registered Nurse/Welding Instructor and Governmental Secretary.

Take a look at the profiles listed below and see if the talent you need isn't already knocking at the door. Feel free to forward this newsletter on to anyone else who might be interested, or check us out online at: www.WorkWhereUPlay.com

Older issues of this newsletter can be found at www.nwwib.biz



WILLIAM REMIS

Sales Manager

Sawyer

- Highly experienced Healthcare Business Development Executive
- Well versed in all aspects of technical sales, new product development, and business planning
- Accomplished in opening and expanding markets for Pharmaceutical Excipients, bulk API's, and Fermentation Substrates

KATHY HESS

Retail Store Manager

Ashland, Barron, Bayfield, Burnett, Douglas, Forest, Price, Rusk, Sawyer, Washburn

- Extensive retail sales experience
- 12 years managerial experience
- 5 years manufacturing experience
- Top store sales change 1997 Award

DANNY HUFF

Telecommunications Management

Washburn

- Possess knowledge and experience in a broad spectrum of telecommunications and financial accounting
- 12 years telecommunication experience

MARCELITA LUMEN

Governmental Secretary

Bayfield

- 17 years government support
- Proficient in Office Clerical Works
- Computer Literate

JOHN HOFFMAN

Registered Nurse

Ashland, Bayfield, Douglas, Iron, Sawyer, Washburn

- 15 years Physical Science Tech
- Tutored math and science to college bound high school students in DOD high school in Germany
- Recently returned to school for a 1 yr. certificate in welding

HEALTHCARE BUSINESS DEVELOPMENT LEADER

Enhancing International & Domestic Market Share of Pharmaceutical and Biotechnology Products

PROFILE

- Highly experienced Healthcare Business Development Executive with a proven track record of success in the Marketing and Sales of Healthcare Products including basic Pharmaceutical Components and Ingredients, Ethical Pharmaceutical Drug Delivery Technology, Scientific Capital Equipment, Biological and Specialty Chemicals, and Laboratory Supplies.
- Well versed in all aspects of technical sales, new product development, and business planning with a foundation of success achieved as a Senior R&D Supervisor for Baxter Healthcare Corporation. A decade of recent success as the U.S. Sales Manager for ACG-Worldwide, and as Senior Account Manager for Cargill Corporation developing Pharmaceutical Ingredient, Medical Nutrition, and Fermentation markets and growing the sales of specialty raw material ingredients.
- Accomplished in opening and expanding markets for Pharmaceutical Excipients, bulk API's, and Fermentation Substrates with a wide variety of applications in the Pharmaceutical, and Fermentation industries. Market savvy and accomplished in developing international markets through direct and channel marketing initiatives in Mexico, Canada, Thailand, and Malaysia.

EXPERIENCE:

ASSOCIATED CAPSULES GROUP WORLDWIDE

2008-Present

A global leader in the manufacture of empty hard gelatin and HPMC capsules for pharmaceutical powders, liquids and semi solids, along with allied machinery for filling and blister packing finished dosage forms.

Manager – Pharma Sales

Developed market penetration strategies for North America to jump start the introduction of a pharmaceutical capsule product portfolio from a foreign base of operations. Implemented name recognition tactics through participation in key trade shows and developed promotional materials for inclusion in key trade journals. Generated a key-target list and initiated a calling cycle to penetrate new accounts through the establishment of R&D projects. Orchestrated major sales presentations to key purchasing agents at large Rx companies to highlight the quality and economic benefits of the company's value chain including capsule and machinery product lines.

Achievements:

- Opened new lines of business generating sales of 500 million+ capsules at 5 new accounts in first year representing a 50% increase over existing business.
- Opened new territories by developing channel marketing relationships with partners in Mexico and Puerto Rico.
- Initiated R&D exhibit batch projects at 2 Rx and 3 ANDA companies representing 1 billion+ in potential new capsule business within 2-3 years.
- Collaborated with the engineering division to introduce high performance capsule filling equipment to large Rx corporations in the U.S.

CARGILL CORPORATION, Hammond, IN

1999-2008

A global manufacturer/supplier of highly specialized raw material ingredients to companies in the Pharmaceutical, Nutritional, Food and Industrial markets.

Senior Account Manager

Lead the North American market development and sales growth of Pharma/Nutritional ingredient and Fermentation Substrate business in the United States, Canada and Mexico by driving the direct sale of specialty products to companies in these countries.

Orchestrated Marketing and Sales across 12 Cargill divisions while addressing the needs of more than 100 accounts throughout North America. Evangelized Cargill's existing and future product lines by developing long term supply agreements for product development including clinical trials with some of the largest Pharmaceutical companies in the U.S.

Achievements:

- Garnered \$12M in sales only seven years by spurring the successful launch of Cargill's Specialty Pharma portfolio throughout North America.
- Delivered first year incremental revenues of \$3M by successfully introducing a Dysphasia product to a Key Medical Nutrition Account; provided an additional \$1M in first year incremental revenue by personally opening a new Fermentation account with Pfizer, a well known large Pharma company.
- Developed and executed strategic marketing plan for Mexico distributor resulting in the delivery of more than 1500 tons of new and growing Excipient business in only three years; developed and implemented strategic channel marketing utilizing Mexican distributors to effectively represent Cargill in Mexico.
- Doubled Puerto Rican sales volume in one year by developing effective distributor relationships promoting cost effective channel marketing.

ROQUETTE AMERICA INCORPORATED, Keokuk, IA

1990-1996

A global manufacturer/supplier of specialty raw material ingredients to companies in the Pharmaceutical, Fermentation, Food/Beverage, and Paper industries.

Technical/Commercial Manager-International

Drove the development and expansion of Roquette's Specialty Ingredient business by providing technically consultative solutions oriented services to its pharmaceutical and fermentation customers in the U.S., Mexico, and Malaysia.

Collaborated with sales, regulatory, and quality groups to formulate and execute strategic customer-driven marketing plans aligned with Roquette's overall sales objectives.

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ROQUETTE AMERICA INCORPORATED (continued)

Achievements:

- Key player in Roquette's attainment of a market leadership position in both Malaysia and Thailand; jumped sales in both countries more than 20% by driving the successful sales launch of its second generation product.
- Added more than \$2M in sales for Proteins, Carbohydrates, and Amino Acid growth factors by developing new Fermentation business at four Key Accounts in the US and Puerto Rico.
- Instrumental in developing \$10M Dialysis product for new customer driving a subsequent successful European Launch.
- Generated more than 10MMlb of new sales volume in a 40MMlb Fermentation market in first two years of five year plan by guiding the transfer of key product technology from Roquette's European headquarters to the US.
- Initiated quality evaluations and sales of key Parenteral API's representing more than 50% of market share in Mexico, resulting in early sales success ahead of plan.

PHARMEDIC COMPANY, Wheeling, IL

1989-1990

An investor backed entrepreneurial Pharmaceutical Research and Development Company that developed patented drug delivery technologies for Ethical Pharmaceuticals including Transdermal, Topical, Sublingual, and Iontophoresis platforms.

Operations Manager

Recruited by the CEO to guide this startup company's operations in facilities management, equipment procurement and operation and all Pharmaceutical development work. Provided essential Business Development support by developing the strategic plans behind it as well as fund raising to ensure financial stability during a period of early stage development and growth.

Achievements:

- Set the foundation for effective product development and marketing:
 - Designed and supervised construction of R&D laboratories.
 - Developed IND for topical drug delivery product, approved by FDA for phase I clinical trials.
 - Developed strategic business plans for proprietary products and technologies.

- Negotiated licensing arrangements with major pharmaceutical companies.
- Secured \$3M in investment by launching the successful negotiation of equity financing with a Venture Capital firm.
- Garnered \$100,000 in early revenues by organizing and implementing the company's supplemental contract business.

MG SCIENTIFIC INC., Buffalo Grove, IL

1988-1989

A mid-size regional distributor of scientific capital equipment, biological and specialty chemicals, and laboratory supplies.

Technical Sales Representative

Recruited by senior management to revitalize an unorganized and troubled territory sales operation. Refocused and refined sales efforts by organizing the territory into market segments based on product and customer type to better focus related advertising campaigns.

Achievements:

- Personally developed some of the company's most productive long term accounts by successfully launching the sale of its products into the region's three largest accounts.
- Opened new markets and expanded the customer base to address the needs of municipal water treatment laboratories by promoting a line of high premium specialty chemicals.

RELEVANT PRIOR EXPERIENCE

BAXTER HEALTHCARE CORP

Early career success as Senior R&D Supervisor.

Progressed to increasingly higher levels of responsibility from research pharmacologist to Sr. Supervisor in the Pharmacology/Bioengineering section. Designed and supervised all large and small animal surgery procedures for preclinical product development projects. Responsible for timely coordinating and supervising the activities of up to 15 direct reports for assigned toxicology and bio engineering projects. Participated in the successful execution of assigned R&D programs leading to market introduction of a variety of medical devices, intravenous solutions, and

WILLIAM REMIS

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drug products. Developed project related resource and activity plans, prepared annual group operational budgets, and designed training programs for new employees and sales personnel.

Accomplishments:

- Recipient of Outstanding Technical Achievement Award in Nutritional Biochemistry.
- Successfully conducted 4-year pre-clinical project to develop new product line of parenteral nutrition products including lipid emulsions, amino acid and carbohydrate solutions.
- Developed animal models to screen and demonstrate safety and efficacy profiles of new antimicrobials and wound debridement products for the treatment of burns.
- Succeeded in designing a two-year JV study to provide evidence of thrombolytic efficacy of genetically engineered blood clot dissolvers (TPA), subsequently sold to the JV partner.
- Contributed to the successful development and testing of artificial heart valves, cardiopulmonary, and dialysis devices.
- Designed and executed pharmacology screening programs for antihypertensive and antiarrhythmic drugs.
- Successfully trained new sales reps in the application and operation of all proprietary medical devices, and in proper OR decorum.

OF NOTE

Account Executive for Smith Barney. Opened 25 seven-figure accounts with stock and bond investors and option traders. Established business relationships with two large public utility corporations for the public finance department.

Professional Sales Training in Facilitative Selling at Lore International Institute, and Selling Products and Services at Xerox Corporate Sales Training Program.

EDUCATION

MBA, Lake Forest Graduate School of Management, Lake Forest, IL.

B.A. Physiology/Chemistry, Southern Illinois University, Carbondale, IL

Kathy Hess

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Schofield, WI 54476
USA

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Career Objective

A position in a company where my skills and abilities are utilized. I am looking for an opportunity for continued growth, where training is available, and critical for excellence.

Summary of Qualifications

- Extensive retail sales Experience
- 5 years manufacturing experience.
- 12 years managerial experience
- Good communication and interpersonal skills
- Driven to learn new things
- Excellent work ethic
- Dependable and responsible
- Able to adapt well to changes
- Work well independently and with others

Employment History

General Manager

Dates: 06/96 to Present

Employer: Don Smith Sales, Inc.

Schofield, WI

USA

Lab. Technician

Dates: 03/93 to 05/96

Employer: Cross Point Papers

Park Falls, WI

USA

Education

North Central Technical college

Wausau

Attendance: 09/04 to 05/05

University of Wisconsin - Superior

Superior, WI

USA

Attendance: 09/85 to 05/87

GPA: 3.80

Degree obtained: Bachelor of Science

Major: Biology

Minor: Criminal Law

University of Wisconsin Stevens Point

Stevens Point, WI

USA

Attendance: 09/80 to 02/82

Major: Forestry

Minor: Environmental Law

Awards and Honors

Top store sales change 1997

Several monthly top store sales

References

Available on request.

Danny S. Huff

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(863) 420-0433 H - (321) 948-4500 C
huffdannys@yahoo.com

Objective

I am relocating to Northwestern Wisconsin and I am seeking a challenging position that allows me to be a key contributor by utilizing my management, technical, and accounting related skills in a thriving organization.

Professional Experience

Wyndham Vacation Ownership – Orlando, Florida - January 2008 to present

Position: Telecommunications Project Coordinator / Vendor Management

Responsibilities: In my role as Vendor Management I oversee the day to day operations of our Telecommunications and Network Operations teams. My initial team of twenty technicians worked and closed on average over a hundred tickets per week. My responsibilities include driving trouble ticket progress to meet strict Service Level Agreements with our internal customers, as well as manage several vendors to support either our remote locations or locations with non standardized telephony or network gear. Other key responsibilities of my current roll: I sit on our internal Change Advisory Board as a voting member, I am the single point of communications for High Severity updates to both senior management as well as the affected business partners, and lastly I serve as a second level escalation contact. In the roll of Project Coordinator I was responsible for the successful and timely upgrade of several types of legacy systems to Cisco's VoIP solution at numerous sites throughout North America. These are the same tasks that I performed as a contractor through Skybridge.

Skybridge Resources – Tampa, Florida – August 2006 to January 2008

Position: Telecommunications Project Coordinator

Responsibilities: I was placed as an embedded contractor with Wyndham Vacation Ownership. In addition to the responsibilities detailed in the position with Wyndham, I worked on site and/or remotely and had to overcome and avoid several challenges within the sites as well as with numerous vendors to meet strict deadlines. In each one of my projects I either met or exceeded the scope of work and the timeline goals placed upon those projects.

Island One Resorts – Orlando, Florida – September 1997 to July 2006

Position: Director of Telecommunications

Responsibilities: Reviewed, analyzed, evaluated, and maintained multiple Nortel Networks Corporation telecommunications systems in a multi-campus environment and seven remote locations. Performed contract negotiations for service/maintenance, long distance, local dial tone, and data circuits. Installed, troubleshot, repaired, and established new service based upon industry methodology. Approved and allocated telecommunications expenses to all departments based upon actual usage and call accounting systems. Other duties included the hiring, performance appraisals and terminations of a five member team.

Position: Finance Manager – Development

Responsibilities: My initial duties called for me to understand, review and over haul commissions' payroll. Daily tasks included management of commission's payroll and revenue audit. Additional responsibilities included booking and reconciling sales, cancels, and inventory of resort property with strict weekly and monthly deadlines. Other duties included the hiring, performance appraisals and terminations of a three member team.

Orange Lake Resorts – Kissimmee, Florida – September 1995 to September 1997

Position: Rental Accounting Manager

Responsibilities: Oversaw the disbursement of payments to owners for the rental of timeshare rooming nights and commissions to travel agents. I was also responsible for the daily reconciliation of sales receipts from retail outlets such as the golf pro shop, banquet events, rooming nights, and guest after departure charges. In addition to the managed tasks above I was personally responsible for bank reconciliations, writing of journal entries and assistance in General Ledger review and preparation of Financial Statements on a monthly basis.

Education

Continuing Education: Global Knowledge Nortel Training Center - 2004
Call Pilot Web Client Administration & Applications
Symposium Call Center Server Web Client Administration
Meridian One ACD Feature Administration
Meridian One Data Base Administration
Meridian One Familiarization

American Education Institute - 1999
Professional Designation of C.H.S. (Certified Hospitality Supervisor)

On The Job Training Wyndham Vacation Ownership
Diversity In The Workplace
Count On Me

Island One Resorts
Star Manager Program
Guest Star Program

College: Valencia Community College, Orlando, FL
Major: Accounting

Vocational: Pickaway-Ross J.V.S., Chillicothe, OH
Major: Accounting/Computing

High School: Chillicothe High School, Chillicothe, OH
Major: Accounting/Business

Community Service

Give Kids The World	Habitat For Humanity
American Cancer Society	Hands On Orlando
Wilderness Volunteers	Seminole County Parks Department
Relay For Life – Team Co-Capitan	Single Volunteers – Board Member

Qualifications Summary

Throughout my professional career I have maintained a very strong work ethic and strive to be not only an exceptional contributor and a team player but also, and more importantly, a team leader. My proactive approach to projects and tasks has taught me to excel in the necessary skills needed to analyze, create, and refine job processes. I possess knowledge and experience in a broad spectrum of telecommunications and financial accounting.



R E S U M E

Of

MARCELITA LUMEN-BAUTISTA

A. Marcos Street - La Paz, Leyte, Philippines
Mobile Phone Number **+639184414433**

PERSONAL BACKGROUND

Date of Birth : **September 16, 1968**
Place of Birth : **La Paz Leyte, Philippines**
Age : **39 years old**
Civil Status : **Married**
Sex : **Female**
Height : **5'6"**
Weight : **80 kg.**
Citizenship : **Filipino**
Religion : **Roman Catholic**
Languages Spoken : **English, Waray-Waray, Tagalog**
Telephone Number (Office) : **(053) 325-4002**

FAMILY BACKGROUND

Spouse : **Roderick N. Bautista**
Age : **40 years old**
Date of Birth : **October 29, 1967**
Place of Birth : **La Paz, Leyte, Philippines**
Occupation : **Teaching**

Children : **Rikki Mae Lumen Bautista**
Rei Marc Lumen Bautista
Rea Mae Lumen Bautista

Father : **Bernardo Cordial Lumen**

Mother : **Ma. Loreto Relano Caceres (+)**

EMPLOYMENT HISTORY

- **Mayor's Clerk/ Secretary**
Local Government Unit
La Paz, Leyte, Philippines
July 1, 1992 – June 30, 2001
- **Provincial Board Member Clerk/ Secretary**
Sangguniang Panlalawigan
Province of Leyte
Tacloban City
July 1, 2001 – To Present

SKILLS

- Computer Literate
- Office Clerical Works
- Recording
- Baking Cakes

EDUCATIONAL BACKGROUND

Elementary

- **LEYTE NORMAL UNIVERSITY**
Tacloban City, Leyte - Philippines
June 1976 – March 1981

Secondary

- **LEYTE RESEARCH & DEVELOPMENT HIGH SCHOOL**
Tacloban City, Leyte - Philippines
June 1981 – March 1985

College

- **DIVINE WORD UNIVERSITY OF TACLOBAN**
Tacloban City, Leyte – Philippines
Bachelor of Arts Major in Political Science
June 1985 – March 1989

TRAININGS ATTENDED

1. **ORIENTATION ON GENDER AND DEVELOPMENT (GAD)
TOWARDS GENDER RESPONSIVE LEGISLATION–
STAFF DEVELOPMENT PROGRAM**
June 10-12, 2006
Biliran Garden Resort, Sitio Lomboy
Barangay Calumpang, Naval, Biliran, Philippines

2. **5S OF GOOD H.A.U.S. KEEPING SEMINAR**
June 27, 2006
Leyte SMED Center, Tacloban City, Philippines

2. **GENDER SENSITIVITY STAFF DEVELOPMENT PROGRAM**
June 6-8, 2008
Agalon Beach Resort
Albuera, Leyte, Philippines

REFERENCES

1. **LESMES C. LUMEN, M.D.**
Provincial Board Member
2nd District of Leyte – Philippines
Province of Leyte
Mobile Phone Number +639209274705

2. **JUL CHAN CO**
Municipal Mayor
Local Government Unit
La Paz, Leyte, Philippines

3. **ARNULFO B. EVANO**
District Supervisor
DEPED La Paz District
La Paz, Leyte, Philippines

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John J. Hoffman

Objective

Employment as a welder or welding instructor.

Experience

US Fish and Wildlife Service

April 1979 - June 1993 *Lead Physical Science Technician* Marquette, MI

- Invented, built, and field tested a deep water sampler (bottom organisms) now heavily utilized by the USFWS Sea Lamprey Control Program since it's origination.
- Made formal presentations of the Sea Lamprey Control Program to local high schools and universities.
- Capable of piloting 30 foot trawling vessel and navigating at night with modern aids and devices.
- Primary procurement individual for 24 person program unit, inventorying and anticipating unit needs and improvements. Supervised seven employees on a daily basis.
- Operated trucks, loaders, generators, trawling vessels, electric fish weirs, portable electric fish shockers. Hazardous material handling, storage, and disposal.

US Dept. of Defense Schools

September 2001 - June 2002 *AVID Tutor* Wuerzburg

- Provided instruction to and assisted college bound high school students in the mastery of high school and college preparatory math and science courses.

Golden Living Court Manor Nursing Home

October 2006 - Present *Charge Nurse* Washburn, WI

- Charge Nurse of 50 resident/patients in a long term care facility along with several assistants. Oversee the health and care of chronically ill residents and carry out the medical orders and facility protocols required for there long term survival.

Marquette General Hospital

May 2005 - June 2006 *Intensive Care RN* Marquette, MI

Education

Wisconsin Indianhead Technical College

May 2009 *Other* WI

- All types of commonly used in industry today TIG, MIG, Flux core, and Stick. Instruction and demonstrated mastery of all position welding of various metal material thickness and type, such as aluminum, mild and stainless steel. Study of equipment in use today , process, and related metallurgy.

Gogebic Community College

May 2005

*Associates
Nursing*

Ironwood, MI

- 4.0 GPA Deans List 2003-2005, member Phi Theta Kappa

Northern Michigan University

June 1978

*Bachelor of Science
Biology*

Marquette, MI