

MERV CHARLES

Sales & Marketing Professional with Leadership Experience

305.801.7159 • charles.merv@gmail.com • 3857 Coral Tree Circle apt 301, Coconut Creek, FL 33073

<https://www.linkedin.com/in/merv-charles-97734073/>

HOW I CAN ADD VALUE

Self-motivated proven winner with over 10 years of sales, business development and marketing experience. My dynamic background within various industries makes me uniquely qualified to view problems/solutions from various POVs. With strong relationship building ability, strategic leadership skills, great communication, persistent drive, & my competitive desire to win, I will make an immediate impact and hit the ground running.

WHERE I'VE BEEN

BrandStar 2019-Present Senior Producer	<ul style="list-style-type: none">Responsible for creating commercially branded integration content in partnership with Fortune 500 enterprises while ensuring brand promise & strategies are met. Lead all producers hired in 2019 with producing & funding the most programs.
GDS Group 2018-2019 Global Director of Strategic Partnership	<ul style="list-style-type: none">Led consultative sales & marketing initiatives to broker new business opportunities with C-Level executives within Fortune 500 enterprises by identifying technology partners with capabilities to support pressing project implementations in SAAS, AI, ML, Data Science, & Business Intelligence.
Circuitronix LLC 2014-2017 Director of Business Development & Marketing	<ul style="list-style-type: none">Created sales & marketing strategies to improve revenue for new and existing accounts while managing an inside sales team. Increased sales within existing accounts by an average of 75% & added \$3.3M of new business revenue per year.
Kaplan University 2008-2013 Associate Director of Admissions (B2B)	<ul style="list-style-type: none">Led team of Admissions Advisors across different schools with meeting individual quotas through training, performance evaluation & motivating sales team to exceed projected targets. Increased B2B enrollments by over 30% while achieving 15% YOY sales growth with over 90% student retention.

WHAT I'VE LEARNED

- | | |
|--|--|
| <ul style="list-style-type: none">Master of Business Administration
Kaplan University
2011-2013 | <ul style="list-style-type: none">Bachelor of Science in Business Administration
Florida International University
2003-2006 |
|--|--|

WHO I KNOW

Howard Brown (Senior Director of Admissions): I have known Howard for 11 years & reported to him at Kaplan University

Sidney Prospere (Director of Human Resources): I have known Sidney for 3 years and was hired as a temporary sales & marketing consultant

Endorsement (from Howard Brown): I can attest to Merv's work ethic, drive and motivation. If hired, he would be an excellent addition to your organization.

Endorsement (from Sidney Prospere): Merv displays a high level of professionalism, sound understanding of business and true desire for success.

General Job Application

Job Title

Executive Director - Community ReDevelopment Agency

Requisition Number

56917

Personal Data

Contact

First Name

Merv

Middle Name**Last Name**

Charles

Address

3857 Coral Tree Circle apt 301

City

Coconut Creek

State

Florida

Zip Code

33073

Primary Phone

3058017159

Alternate Phone**Email Address**

charles.merv@gmail.com

Salary Requirement

What is your desired salary range?

85,000

Eligibility

Do you have a legal right to work in the U.S.?

Yes

If yes, are you able to provide documents as required by law to verify your eligibility to work in the U.S.?

Yes

Have you ever been convicted of a crime excluding misdemeanors and/or summary offenses?

No

If yes, provide the details for all such instances.

N/A

Education Information

High School

High School Name

Coral Park Senior High School

City

Miami

Did you graduate?

Yes

State

Florida

College/University

Name of College/University/Other**City****Start Date****End Date****Degree****Major****State****Did you graduate?**

College/University

Name of College/University/Other	Start Date	End Date
City	State	
Degree	Major	Did you graduate?

College/Graduate School

Name of College/University/Other	Start Date	End Date
City	State	
Degree	Major	Did you graduate?

Vocational/Technical

Name of Vocational/Technical School	Start Date	End Date
City	State	
Degree	Major	Did you graduate?

Additional Education Information

Please list any additional education below.

Employment Information

Beginning with your present or most recent employment, describe ALL periods of employment including self-employment, unemployed periods and military service. Your adult employment MUST be complete. Use the space provided below, if necessary. The City of Margate appreciates the reasons why you might prefer that your current employer not know about this application. Be advised that the City generally does not contact any employer until the latter stages of our hiring process.

Most Recent Employer

Start Date	End Date	
02/11/2019	current	Full Time
Position Title		
Senior Producer		
Employer		Phone Number
BrandStar		3058017159
Address		
3860 N Powerline Rd		
City	State	Zip
Pompano Beach	Florida	33073
Duties		
please see resume		
Reason for leaving?		
Currently employed		
May we contact for reference?		
Later		

Additional Work Experience Information

Please list any additional work experience below.

Skills & Certifications

Professional Certifications and Licenses

List all jobs skills, abilities, qualifications, and volunteer experience relevant to the position for which you are applying.

Military Experience

Branch of Service

Enlistment Date

Discharge Date

Type of Discharge

Primary Responsibilities & Duties

Applicant Statement

By my signature below, I authorize any federal, state, county or municipal governmental agency, any municipal corporation or political subdivision of this state, or any other state agency, department or division thereof, or any other public or private agency, person, firm, or corporation holding records concerning, that are considered confidential, to supply such information to the City of Margate.

By my signature below, I acknowledge that PRIOR to making a conditional offer of employment to me, the City of Margate may request information which may include, but not limited to, a history of my educational records, a history of my vocational and/or training records, criminal history, any documentation of previous or current on-the-job performance records or history, any reason, excluding any reason based on a medical condition or disability, for termination of any previous employment, any reason, excluding for discharge from military service, or any other personal information that is not medical, health, or disability related in nature which may not otherwise be obtained without prior agreement.

By my signature below, I acknowledge that SUBSEQUENT to making a conditional offer of employment to me, the City of Margate may request not only the information stated above, but also any information of what-so-ever nature regarding both my past or current job related or non-related medical/health condition(s) or disability(ies).

By my signature below, I acknowledge that any such information received by the City of Margate shall become public record pursuant to Chapter 119 of the Florida Statutes.

I Agree

Yes

Signature

Merv Charles

Date Signed: 1/22/2020 8:38 PM

Date Submitted: 1/22/2020 8:38 PM

IP Address: 70.46.120.249

Agency Wide Questions

Do you have any relatives working for the City of Margate? If you have relatives working for the City of Margate, please enter their name and department in the space below.

No

N/A

Did you provide at least ten (10) years of work history in the Employment Information Section, or if you do not have ten (10) years of work history, did you list the entirety of your work experience in the Employment Information Section? If not, please return to the Employment Information Section to complete this information.

Yes

Yes

Where did you hear about the job opportunity you are applying to?

Please provide at least three (3) professional work-related references. Please include the following information: reference name, phone number, email address, position title. (Please note: professional work-related references are people who can speak to us about your job performance and are usually people who directly supervise you. For students, or those with limited work history: professional references may include internship/volunteer supervisors or academic teachers/professors).

Indeed

please see resume

Pursuant to Florida State Statute 119, all applications and materials attached are subject to public records request. Please use the space below to indicate whether or not you have any exemptions under FSS 119. If you do not have any exemptions, please write "N/A".

n/a

Executive Director - Community ReDevelopment Agency

Do you have a Bachelor's degree from an accredited college or university with a major in Public Administration, Business Administration, Urban Planning, Real Estate?

Do you have five years of experience in urban planning, real estate development, project coordination, or economic development?

Yes

Yes

Do you have at least three (3) years of supervisory experience?

Yes