

General Job Application

Job Title

Executive Director - Community ReDevelopment Agency

Requisition Number

56917

Personal Data

Contact

First Name

David

Middle Name

E

Last Name

FULCHER

Address

2515 Gould Street

City

Marietta

State

Florida

Zip Code

32256

Primary Phone

3866763858

Alternate Phone

4074420614

Email Address

daviddavidfulcher@gmail.com

Salary Requirement

What is your desired salary range?

60000.00

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

all completed in Toronto. ON/MI

Did you graduate?

Yes

City

Toronto, MI

State

Michigan

College/University

Name of College/University/Other	Start Date	End Date
University of Windsor/Detroit Mercy	8/24/1980	8/25/1980
City	State	
Detroit, MI	Michigan	
Degree	Major	Did you graduate?
Masters	Graduate Healthcare Administration MBA w/Honors earned	Yes

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.

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

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

07/01/1997

End Date

01/25/2020

Full Time

Position Title

Marketeer/Consultant/Trainer/Advisor/DSO

Employer

DEF Enterprises dba

Phone Number

3866763858

Address

22

City

Tampa/Atlanta

State

Florida

Zip

32256

Duties

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

Reason for leaving?

n/a

May we contact for reference?

Yes

Additional Work Experience Information

Please list any additional work experience below.

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

Skills & Certifications

Professional Certifications and Licenses

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

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

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

Military Experience

Branch of Service

retired veteran Air Force medical Officer/ +Ready Reserves

Enlistment Date

7/1/1974

Discharge Date

1/2/1980

Type of Discharge

Honorable

Primary Responsibilities & Duties

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

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

David Fulcher

Date Signed: 1/25/2020 10:45 AM

Date Submitted: 1/25/2020 10:50 AM

IP Address: 96.5.247.82

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

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

NAACP; military associations

Yes

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).

Dr. Marco DiBernardo, PHD....dibernardo@teacher.com
Allen Rice....allebn.rice@ecacolleges.com
Gerry Chastelet.....chastelet@aol.com
Dr. John Diallo, PHD.....jdiallo@piedmont.org

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".

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

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?

Yes

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

Yes

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

Yes

David E. Fulcher MBA SPHR

v: 386-676-3858 f: 407-442-0614

daviddavidfulcher@gmail.com

david.fulcher@yahoo.com

<https://www.linkedin.com/pub/david-fulcher-mba.phr/4/178/216>

QUALIFICATIONS

- *Experienced Management Professional (Higher Education/Healthcare Marketing) over 10 years of experience in Leadership, Sales & Marketing; Superior Customer Service; Career Training; Academic & Career Advising & Student Housing & RESIDENTIAL Life; Extensive GED coordination & Delivery/conjunction w/K-12 programs & Community Colleges; Generated \$159.8 million in Net revenue within the Southeast United States by both increasing Sales & net Revenue; Developed Small Business (SBDC & SBTDC) consulting options; Small Group Health Insurance options; Highly Collaborative Team Leader inspiring superior Performance by Developing, Coaching and Mentoring ALL Students & staff; Visionary Change Agent with a consistent record of transforming challenges into expansive business opportunities; SEVIS/DSO and SBDC/SBTDC/ Small Business Development Consultant & Advisor.... T.A.A.C.C.C.T. (3&4) & W.I.O.A.-experienced; NACADA certified Senior Academic Advisor; C-TAGME certifications Eligible; as well as additional State-issued Professional licenses;*
- **Culturally fluent in both English & French.**
- **NPN #3622889/GA# 2912259; Senior Professional in Human Resources; Sales & Marketing/SMEI.org certificates.**

PROFESSIONAL EXPERIENCE

- DEF Enterprises dba: 07/1997-current
MARKETEER/Consultant/Trainer/Advisor/DSO. Consulted/Engaged w/ numerous Government & Private Healthcare Clinics & Hospitals ;
- Central & NW Florida + Georgia; providing /maintaining financial solvency; implemented & evaluated Creative Marketing & Management; additionally Career Training/Planning; **Patient Retention & Superior Customer Service;** Fiscal/Coding/Billing controls; **Small Business Development/SBDC/Incubator;** OUTREACH; SMEI.org certified; income producing & Savings strategies; Superior Client Satisfaction; Corporate Best Practises/**Small Business Group Health Insurance & compliant needs/State and federal/NPN #3622889;**
- ITT Technical Schools/Institutes, .now defunct (Atlanta, GA): 2010-2013: (AL & FL 1998-2003). **Sr. Recruiter & Career Trainer/Academic Advisor/DSO.**
- Recruited Technical Students for Drafting/CADD, Electronics, Criminal Justice & I.T./Programming & Security Degrees.
- **Managed the development & evaluation/Academic Advisor** for all Campus Marketing strategies for Students' Placement/Careers

For all of these segmented industry fields.

All **Title IV** (FFEL & Pell Grants + Perkins/FSEOG and FWS.....&VA) work &

Title IX (Opportunity and Investigative Audits); SEVIS/DSO official work;

- Tampa College, Brandon, FL: 2004-2006:
Senior Recruiter/Trainer & Academic/Career Advisor/RESIDENTIAL LIFE
Prospected/Recruited/Retained; Counseled/Advised Future/Current
Students/International Students/SEVIS/DSO Official; **Veterans/Adult Learners**
Academic & Career Advising/DSO; Title IV (FFEL & Pell Grants/
SEVIS/FSEOG & FWS..VA); Work and Title IX (Opportunity & Investigative);
- Special Data Processing Inc., Clearwater/Tampa, FL. 1994-1998.
Senior Manager & Supervisor/Trainer/Career Coach.
Directed all Training of Inbound/Outbound Tele-Sales staff; Re-Training Programs
& Workshops; evaluated performance; created performance & Camp David;
Measurements & goals/tools for Sales/ & Marketing/Supervisory staff.
- Target Software Inc., St. Pete, FL. 1993/1994. **Eastern Marketing Director.**
Designed and implemented channel OEM Strategies/Sales/Marketing plans
For the St. Petersburg, FL.-based security software developer.
- **For earlier professional affiliations & opportunities , please contact the writer.**

EXPERIENCE/OTHER

- | | |
|---|---|
| <ul style="list-style-type: none">• American Toast Masters
(Active 1995--TODAY);• Florida Chiropractors and
Orthodontists Associations
(Active since 1997--TODAY);• Leader: several retired-Military &
Inter-Faith Juvenile Mentoring
Outreach/At-Risk programs;• Former National Guard/Air Force
medic/officer: Military Veteran• Nat. Association of Insurance.
Advisors (NAIFA/FAIFA) 2007—• Florida Health & Life Insurance
licensed (L&H 215) 2002.-TODAY;• GA/FL/New York; Life & Health
licensed;• NACADA Advisor qualified;• GA 2912259/NPN 3622889
2013— TODAY; CMS certified; | <ul style="list-style-type: none">• American Legion/FL/GA/MI
Departments Auxiliary/SALS
(Active 2008-TODAY);• USA River Rats; Blinded &
IAVA/Veterans of Wars/VFW
affiliations...Vietnam Vets
Association/VVA;• Sales & Marketing Execs/SMEI.org
CERTIFIED 2010--TODAY;• International Students'
Association;• SEVIS/DSO Advisors/Officials/
US Dept. of Homeland Security
(DHS);• Earned SPHR + other State-
issued professional licenses;• T.A.A.C.C.C.T. (3&4) 2010-
experienced; I.R.B experienced;• W.I.O.A. (2014) experienced. |
|---|---|
-

EDUCATION

Earned Graduate Business/Healthcare Administration **MBA w/Honors** University of Windsor/Detroit Mercy, Detroit, MI;

Jointly and internationally accredited & articulated;

Completed and Earned **SPHR** (Human Resources); **SMEI.org/NACADA** qualified; C-TAGME certifications eligible;

Ongoing & Continuing **MA/Professional CEUs** for all licensing in **FL/GA/Michigan & New York** (dfs.florida.gov)...among others since 1980.....++**ABD+MA**.

***Served with Distinction engaged in Vietnam war zone/theater; as well as in several Medical/Healthcare capacities within U.S. Air Force undertaking several tours in Western Europe primarily stationed in Germany.

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

December 23, 2019

RE: Reference letter for David Fulcher—2019.

It has been my pleasure to know David Fulcher for several years. Our association began about 1990 while I was serving as CEO of a hospital. I continue to stay in regular contact with David and have been interested in his career path because of our common understanding and appreciation of management practices that can impact an organization's future.

In my opinion, David embraces several critical values such as Integrity; Accountability; & Honesty; among others. He also possesses the ability to assess difficult situations and engage others to work toward a workable solution(s). He continues to impress me as a problem solver & a decision maker. He has an analytical mind and is capable of developing solutions that take into account the views of multiple stakeholders.

He has an impressive understanding of numerous topics & has the hands-on knowledge to roll-up-his-sleeves to get the job done. His personality would make him an ideal candidate for any organization or enterprise, be it a University, College, corporate America or even Government; in that he has the natural ability to quickly establish rapport and trust with others.

David presents himself in a very professional manner and is capable of working with individuals within the entire spectrum of an organization, from entry-level staff to senior management.

I believe that he would add value to a TEAM at any employer/enterprise. Thanks in advance.

Robert B. Jensen, FACHE
Paradise Valley, AZ 85253
bjensenusa@yahoo.com

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

WINTER, 2019/2020

Department of Defense DD-214 (Active/Veteran Military/Air National Guard Documents)

FULCHER, David E.

Air Force Medical Officer.....DOE: 01 July 1974 through: 02 January 1980

Honorable Discharge.....to Ready Reserve/Stop Loss and then MI National Guard

G.I. Bill: ALL credits earned

Campaign/Tour Medals & Citations/Ribbons: Awarded w/commendations attached.

*******Note: All ORIGINAL DD-214 documentation (including Part #4) LOST as per Storage Depot Fire @ Ft. Leonard Wood, Missouri.....April/2009.**

*****CURRENTLY awaiting FUNDS appropriation(s) by the U. S. Congress to PERMIT any & all RE-BUILDING.**

Thanks in advance for your time & consideration here.

Sincerely,

David Fulcher MBA SPHR

Terminal Leave STATION: MacDill Air Force Base, Florida

v. 386-676-3858; f. 407-442-0614

david.fulcher@yahoo.com

daviddavidfulcher@gmail.com

WINTER, 2019

Department of Defense: DD-214 (Active/Veteran Military/Air National Guard Documents)

FULCHER, David E.

Status: retired veteran Air Force Medical Officer.....DOE: *01 July 1974* through: *03 January 1980*

***Honorable Discharge*....to **Ready Reserve/Stop Loss** and then Air National Guard through 1986.**

G.I. Bill (Montgomery + Vietnam): ALL credits earned

Campaign/Tour Medals & Citations/Ribbons: **Awarded w/commendations attached.**

*******Note: All ORIGINAL DD-214s documentation (including Part #4) LOST as per Storage Depot Fire @ Ft. Leonard Wood, Missouri....April/2009.**

*******CURRENTLY awaiting FUNDS appropriation(s) by the U. S. Congress to PERMIT any & all RE-BUILDING of these DD-214 documents.**

Thanks in advance for your time & consideration here.

David Fulcher MBA SPHR

Terminal Leave STN: MacDill AF Base, Florida

v. 386-676-3858; f. 407-442-0614

david.fulcher@yahoo.com

daviddavidfulcher@gmail.com

December 23, 2019

RE: ***Reference letter for David Fulcher 2019/2020***

It has been my pleasure to know David Fulcher for several years. Our association began about 1991 while I was serving as CEO of a hospital. I continue to stay in regular contact with David and have been interested in his career path because of our common understanding and appreciation of management practices that can impact an organization's future.

In my opinion, David embraces several critical values such as Integrity; Accountability; & Honesty; among others. He also possesses the ability to assess difficult situations and engage others to work toward a workable solution(s). He continues to impress me as a problem solver & a decision maker. He has an analytical mind and is capable of developing solutions that take into account the views of multiple stakeholders.

He has an impressive understanding of numerous topics & has the hands-on knowledge to roll-up-his-sleeves to get the job done. His personality would make him an ideal candidate for any organization or enterprise, be it a University, College, corporate America or even Government; in that he has the natural ability to quickly establish rapport and trust with others.

David presents himself in a very professional manner and is capable of working with all individuals within the entire spectrum of an organization, from entry-level staff to senior management.

I believe that he would add value to a TEAM at any employer/enterprise or School.

Robert B. Jensen, FACHE
6918 E. McDonald Drive
Paradise Valley, AZ 85253
bjensenusa1@yahoo.com
<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

Reference List.....January, 2020

Please note that Those listed here HAVE agreed to RESPOND to emails exclusively!.....

Dr. John Diallo, PHD, self/Academic Dean, Colleges...770-426-2311
jdiallo@piedmont.org or john.diallo@piedmont.org . Professional for over 11 years.

Bob Jensen, retired Healthcare Compliance Executive/Scottsdale, AZ
bjensenusa@yahoo.com Peer level associate for over 31 years.

Gerry Chastelet, self/Director; St. Louis, MO (636) 922-3095
Best Contact method: chastelet@aol.com Peer level associate for over 28 years.

Dr. Marco DiBernardo, PhD. Self/entrepreneur, Tampa, FL
(407) 442-0614Peer level associate for over 22 years.
Best Contact method: dibernardo@teacher.com

Allen Rice, retired Educator/several; Huntsville, AL;
Allen.rice@ecacolleges.com (256) 533-7387 Peer level associate for 24 years.

David Fee, COO, Health Solutions One LLC., Roswell, GA;
925-418-3259; dave@healthsolutionsone.com ; for 7 years;

Dr. Diana Santoro, PhD., Associate Dean/ Tampa, FL.
Self/Independent Educator/Author & entrepreneur
(813) 885-2244. Professional for the past 22 years;

Nasser Salmanzadeh, Dean/OnLine Education; Altierus/ECMC Group Education; Norcross, GA 770-921-1085; nsalmanzadeh@ecmc.org OR Nasser.salmanzadeh@ecmc.org

Ron Norwood, PHD, retired Dept. Head/Teacher, Pinellas FL schools;
813-989-9764/ron.norwood@pcb.org;

James Stryker, Clearwater, FL.....Best contact:
jstryker@cfsloans.com).; professional for over 24 years.

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

December 23, 2019

RE: Reference letter for David Fulcher—2019.

It has been my pleasure to know David Fulcher for several years. Our association began about 1990 while I was serving as CEO of a hospital. I continue to stay in regular contact with David and have been interested in his career path because of our common understanding and appreciation of management practices that can impact an organization's future.

In my opinion, David embraces several critical values such as Integrity; Accountability; & Honesty; among others. He also possesses the ability to assess difficult situations and engage others to work toward a workable solution(s). He continues to impress me as a problem solver & a decision maker. He has an analytical mind and is capable of developing solutions that take into account the views of multiple stakeholders.

He has an impressive understanding of numerous topics & has the hands-on knowledge to roll-up-his-sleeves to get the job done. His personality would make him an ideal candidate for any organization or enterprise, be it a University, College, corporate America or even Government; in that he has the natural ability to quickly establish rapport and trust with others.

David presents himself in a very professional manner and is capable of working with individuals within the entire spectrum of an organization, from entry-level staff to senior management.

I believe that he would add value to a TEAM at any employer/enterprise. Thanks in advance.

Robert B. Jensen, FACHE (retired Healthcare executive)
Paradise Valley, AZ 85253
bjensenusa@yahoo.com

LEADERSHIP & Diversity Statement NARRATIVE:
January, 2020

- **Experienced Management Professional** with over 10 years of experience in Leadership, Sales & Marketing; Training& Program Mgmt./Development;
- Academic Advising/SEVIS/DSO & International Recruiting; Career Advising/Development; Student Retention &Residential Life &Education;
- **Higher Education...Title IV (FFEL& Pell Grants/FSEOG & FWS..++VA)work and Title IX(Access &Opportunity audits) work; Institutional Review Board/Officer;**
- **SEVIS/DSO official work; Extensive G.E.D. coordination& Delivery/conjunction w/K-12 programs &Community Colleges; TAACCCT &WIOA experienced;**
- Generated \$159.8 million in incremental Net Revenue within the Southeast United States by Both increasing Sales within the existing Client base/Existing Product Line; & generating New Business from Referrals, etc....Detroit-area native; **C-TAGME certifications eligible;**
- Collaborative Team Leader inspiring superior performance by Developing, Coaching and Mentoring ALL staff.
- Visionary Change Agent with a consistent record of transforming challenges/opportunities into expansive Business Opportunities & Employee Relations/Union experience.
- Culturally fluent in both English & French....in addition to a myriad of Community support & pro bono efforts;
- **Served with Distinction engaged in South Vietnam war zone/theater; as well as in numerous Medical &Healthcare capacities within U.S. Air Force for several tours across Western Europe while stationed in Germany.**

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>

- **Leadership is primarily about behavior**, specifically towards TEAM members, clients, employees, family members, & others.
- Those who seek & move towards these things generally become regarded as Leaders by their people/constituents/subordinates.
- **One** of the most important requirements would be **INTEGRITY**.
- A **second** would of course be **HONESTY**.
- A **third** would be **TRUST**...a **fourth** would be **ETHICAL**.
- **Leading by Example:** as in helping/assisting alongside TEAM Members, Clients, Employees, & others when they need it. **(ultimately making yourself obsolete);**
- **Fairness:** treating everyone equally and on merit; especially true in our contemporary **Global & Diverse World**.
- **Listening to and really Understanding people;** acknowledging, then understanding.
- **Attitude & Perception are everything!!!.**
- **Taking responsibility** and blame for your Team/people's mistakes;
- Always offering credit/spreading credit for their successes; **never self-promoting.**
- **Always supportive of your Group/People/Team.**
- **Look out for the Team as a WHOLE. There is no "I" in "Team".**
- **"T. E. A. M."** translates to "Together Each of Us Achieves More"..... As a TEAM. (Attributed to motivational guru, Tony Robbins);
- Being decisive/perception by others as making **Fair & Balanced Decisions.**
- Soliciting other people's views (**but remaining neutral & objective**);
- **Keeping your promises: always undertaking what you say you will do. Always under promise and over deliver;**
- **Honest/trustworthy:** maintaining confidences, however, being Sensitive in the way you deliver bad news.
- **Always Accentuate the Positive..... "wouldn't it be better to do it like this";**
- **Encouraging your people/students to grow, to learn and step up and take on as much as they want to/at their own pace;**
- Greeting, smiling and encouraging others to be happy & enjoy themselves.
- **Communications: are a two-way street; a means to break down the barriers to offer your people and yourself time to develop rapport, knowledge, and respect to each other;**
- **Managing one's time** and assisting others to do so as well; follow up and follow through.....Always delivering the goods.
- Planning & Prioritizing; **executing those plans** and assessing their results.

- ***Engaging your People*** in your thinking; especially in Managing change; helping your People get the best out of themselves;
- ***Continually evolving:*** Ongoing Education through reading good books & articles; Life-long learning; seeking & taking advice from good people (Mentors & other Leaders);
- ***Last but not least, achieving the Company tasks & outcomes, all the while maintaining your integrity; trust of your people; and balancing the Company mission and keeping the customers happy.....***

OTHER:

Masters' Thesis commercially published, Fall/1980. Available via a University periodicals' searches and U. S. Library of Congress.

Served with Distinction engaged in South Vietnam war zone/theater; as well as in several Medical/Healthcare capacities with U.S. Air Force for several tours across Western Europe while stationed in Germany.

Additional Education experiences have Included ***All Title IV (FFEL/Pell Grants/FSEOG & FWS...+VA) work as well as Title IX (Access & Opportunity audits) work..++***SEVIS/DSO official.***

Thanks.

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>.

DIVERSITY Statement:

Whereas, Diversity is where one can get along/work with those of various National heritages; Black; White; Hispanic; Young and older; more seasoned & novices; Female & Male; First in their Family to graduate from High School, earn their GED; Graduate from or even enroll in College/University.

The Idea(s) here can be multi-Cultural as well as universal.....with the capacity & ability to work with; accommodate; integrate and the like being the goal; as well as to recognize their differences as being points where Common Ground can be found/attained.

December 23, 2019

RE: ***Reference letter for David Fulcher—2019.***

It has been my pleasure to know David Fulcher for several years. Our association began about 1990 while I was serving as CEO of a hospital. I continue to stay in regular contact with David and have been interested in his career path because of our common understanding and appreciation of management practices that can impact an organization's future.

In my opinion, David embraces several critical values such as Integrity; Accountability; & Honesty; among others. He also possesses the ability to assess difficult situations and engage others to work toward a workable solution(s). He continues to impress me as a problem solver & a decision maker. He has an analytical mind and is capable of developing solutions that take into account the views of multiple stakeholders.

He has an impressive understanding of numerous topics & has the hands-on knowledge to roll-up-his-sleeves to get the job done. His personality would make him an ideal candidate for any organization or enterprise, be it a University, College, corporate America or even Government; in that he has the natural ability to quickly establish rapport and trust with others.

David presents himself in a very professional manner and is capable of working with all individuals within the entire spectrum of an organization, from entry-level staff to senior management.

I believe that he would add value to a TEAM at any employer/enterprise. Thanks in advance.

Robert B. Jensen, FACHE (retired)
Paradise Valley, AZ 85253

bjensenusa1@yahoo.com

<https://www.linkedin.com/pub/david-fulcher-mba-phr/4/178/216>