Nicholas John Bronesky

Orting, WA 98360
nj@HireNicholasJohn.com / 253.251.2053

Sales / Marketing / Operations Manager

Revenue Generation • Cost Containment • Increased Profitability

My distinguished career reflects continued advancement, a breadth of valuable and diversified leadership experience, and consistent achievements in driving innovative cost-effective sales and marketing strategies, programs, and initiatives that produce dynamic business results. I have proven strengths in directing all aspects of the sales process, team building, and mentoring. I can manage multiple concurrently running projects, remaining focused under pressure while tenaciously staying the course to do what it takes to get the job done. I am an effective communicator, innovator, negotiator, and trustworthy decision-maker, highly respected among my peers, associates, and clients, interfacing properly, positively, and professionally at all levels. A constant student of technology I understand, integrate, and implement today's solutions across all supporting platforms.

Qualifications Summary

Sales and Marketing Management • Candidate Identification and Hiring
Channel Development and Management • New Product Development Management
CRM and Territory Management • Sales Team Leadership
P&L, Cost Containment, and Operations Management
Graphic Design / Website / eCommerce / Applications Development

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Nicholas John Creative, Orting, WA Jun 2006-Present
Owner Operator / Developer / Graphic Designer www.NicholasJohnCreative.com

After leaving HarborPort I built Nicholas John Creative as an independent graphic designer, web development, marketing support specialist, and print and collateral support broker. I personally vetted, acquired, and developed an extensive network of vendors to provide low cost, high-quality support services for clients needing single-source solutions. I have over 145 clients whom I serve throughout the United States, from large non-profit organizations to international finance corporations as well as small to medium-sized businesses needing comprehensive marketing support services and systems.

- Professional Graphic Design using Adobe Creative Suite
- HTML5 Website Design and Hosting
- eCommerce Web Storefront Design Build
- Mobile Applications Development and Optimization/Apple Developer/Android Developer
- Unified Social Media Development and Integration
- CRM Systems Development and Integration
- Database Development Target Identification and Systems Import
- EDDM Specialist/Direct Mail Specialist

Harborport, Inc., Kirkland, WA Mar 2000-May 2005
CEO

Harborport Inc. originated from Systems4U because of a high demand for document imaging and conversion for legal, governmental, and medical records. As CEO, I acquired $500K in startup funding, while interviewing and building a management team and staff of over 35 individuals, set up technology systems and high-speed OCR equipment, systems, and Q&A processes for converting documents to usable data.

- Secured $500,000 bid contract with Thurston County to scan and convert archived court documents

Systems4U, Seattle, WA Aug 1998-Feb 2000
Owner

Established Systems4U to provide contracted annual services to bridge the relationship between buyers and vendors for general co-op support services that provided cost containment benefits and quality services. We worked for clients on a flat annual fee basis to negotiate and manage the support services that were common to all of them, i.e., office supplies, phone equipment, relocation services, and computer systems and servers. These were services we could manage while providing highly discounted rates. We saved companies thousands of dollars and reduced time spent obtaining optimal results.

- Signed 49 companies to annual contracts and negotiated 35 unique vendor provider contracts

Altig International, Bellevue, WA Feb 1990Jul 1998
General Manager/Master General Agent/Agency Recruiter

Recruited in 1990 to assist in building the sales force and grow the company. As general manager, I was responsible for interviewing and staffing the administrative team, paying accounts payable and general improvement and development of operations.

- Located and helped negotiate purchase of new 8,000 Sq. Ft. offices in Bellevue, WA, along with managing $250,000 move-in remodel project.
- Interviewed over 400 staff and sales candidates in 8 years
- Turned around Print Operations/Marketing and Public Relations direct mailings campaigns from behind schedule to on schedule in 90 days
- Opened and negotiated leases for new offices throughout the United States and Canada from one office to nine offices, along with interviewing and training sales representatives to meet quotas and staff to support them
- Was a top Master General Agent for sales with American Income Life
- Coordinated all company meetings and gatherings throughout the year
- Built sales teams for Altig American Income, my agency and on request of agencies
- Played a significant part in annual revenue growth from $2M to $6M over 8-year tenure
- Built IT Department and Network Integrated Systems to support all departments and locations

Nicobeto, Kirkland, WA Aug 1988-Jan 1990
Owner

Opened and operated a wholesale and retail custom sterling silver jewelry store, while going on buying trips to other countries.

Pitney Bowes, Seattle, WA Jun 1984-Jul 1988
Copier Team Manager

I sold photocopiers for Pitney Bowes, was responsible for hiring and training copier sales representatives, and met annual quotas. I worked with small and large accounts selling, leasing, and renting copier equipment and supplies.

- Was a number 1 candidate graduating from training school
- Was number 8 out of 1,000 copier representatives nationally
- Was a number 1 leasing representative
- Made Presidents Club/Pacemaker 130% of Quota 1st full year, 1985 and 1987
- Was in top regional Copier Team Manager category 14 times over 24 months
- Was Copier Team Manager along with $468,000 in personal sales, 1988

Live Shell Fish Inc., Bellevue, WA Dec 1982-Jun 1984
General Manager

I oversaw the operations for Live Shell Fish Incorporated, established wholesale relations with new clients, and provided daily delivery support to accounts. Negotiated with over 28 suppliers to establish on-demand fresh inventory as needed

- Acquired and serviced daily over 80 restaurants in the Puget Sound region
- Acquired and serviced over 35 wholesale outlets on the West Coast
- Achieved over $1.7M in sales the first year

Pacific Coca-Cola Bottling Co, Bellevue, WA Jun 1981-Dec 1982
Driver and Merchandiser

Delivered products to stores, organize back rooms, and merchandise displays and POS for shelf space.

Unique Skill Sets

- Targeted Candidate Identification and Interviewing
- Sales Management and Team Building
- Cost Containment Analysis and Implementation
- Data Identification, Acquisition, and Integration for Marketing Support
- Hands-on Understanding of CRM Systems, Custom Build and Data Integration
  - *Salesforce and Zoho*
- Hands-on Understanding of Microsoft Applications
  - *Excel, Word, Outlook, Publisher, PowerPoint*
- Hands-on Understanding of Adobe Applications
  - *Illustrator, Photoshop, InDesign, Premier Pro, Audition, and Acrobat*
- EDDM Specialist (Every Door Direct Mailing)
- Direct Mail Marketing Specialist
- HTML5 Website Design and Hosting
- HTML5 Mobile Optimization Design, and Hosting

EDUCATION

RA Long High School 10th Grade	Longview, WA
GED US Army	Columbus, SC
Sales Management - Pitney Bowes	Peachtree City, GA
Advanced Medical Specialist Training	Ft. Sam Houston, San Antonio, TX
Pediatric Specialty Training	Ft. Lewis, WA
Medical Specialist Advanced Training	Ft. Sam Houston, San Antonio, TX

MILITARY SERVICE

U.S. Army Medical Specialist	USA
Honorable Discharge	US Army
National Defense Service Medal	US Army
Vietnam Service Medal 3 Bronze Star Attachments	US Army
Purple Heart	Vietnam
Combat Medical Badge	Vietnam

REFERENCES

Work / Personal / Character Available Upon Request

March 08, 2009

To Whom it May Concern:

I highly recommend Nicholas Bronesky as a top candidate for employment in the areas of Sales Management, Marketing and Operations. I have worked with Nicholas in various capacities and companies since 1997. In that time, he has shown up as a man of integrity, one who keeps his commitments and gets the job done regardless of obstacles that may emerge.

My first interaction with Nicholas was when he was employed by Altig International as Director of Operations and Sales Management. Altig is the largest insurance agency in North America and Nicholas was a key player in the rapid expansion and growth in sales that were seen in the from 1997 through 2005. I worked closely with Nicholas as he opened new territories across the United States. In Minneapolis, I saw his take on project after project to build a powerhouse agency for the entire region. He negociated the office leases, purchased and coordinated office equipment and furniture, installed the latest technology, and set up systems and processes for the support staff. From there he went on to hire the largest sales team that Minnesota has every seen. His is a skilled recruiter, great motivator and effective mentor.

My connection with Nicholas continued after our time at Altig International, as I choose to do business with people of excellence. Nicholas began his creative company and I was among his very first customers. He was far more than a marketing consultant to all his creative clients. I experienced Nicholas continuously offering operations insights, marketing ideas, methods to reduce expenditures and how to motivate sales teams. He was really a one-stop creative agency that did whatever possible to increase the bottom line of his customers...and in the midst of all this, he is a genuinely amazing human being. On many occasions, Nicholas has just placed a call to see how I was or to ask about my family. His encouragement and concern only deepens my appreciation of this man.

In summary, Nicholas Bronesky would be a tremendous asset for your company and has my highest recommendation. His skill set, life experience and history of success are exemplary. His people skills are superb. He is a team player that gets things done.

If you have any further questions with regard to his background or qualifications, I invite you to call me.

Sincerely,

Jeffrey Watts, DD, CHPC
CEO
Techstrom Inc.
13110 NE 177th Pl Ste 216
Woodinville WA 98072
206-437-4353
jeffrey@techstrom.com

April 13, 2015

To Whom It May Concern:

I have had the opportunity & good fortune for our company, OneAccord Partners, to be a client of Nicholas Bronesky for more than 5 years.

To be direct, Nicholas – Nicholas John Creative - lives by "under-promising & over-delivering"; he always finds a way to serve the requests of our company – from the development of our ever-evolving business cards to corporate design & printing needs.

A business leader once said to me, "There are two kinds of people, one looks for a way the other looks for an excuse." You can guess which one Nicholas most certainly is. He is a values-based, lead by example, get-the-job-done professional.

In the world of serving a growing business, there are pressures & time-constraints; Nicholas would always approach how he could get the job done and never left the burden on our shoulders. In the stress of deadlines, it was apparent how he managed that pressure – by performing.

Nicholas is the type of leader I would build a new business with or hire for the development of people through scalable processes and systems for long-term success. While being strong at detail, he does so while developing those around him so they can perform according to their abilities & role.

It is a pleasure to recommend Nicholas Bronesky and if you need any more information, do not hesitate contact me directly.

Sincerely,

Jeff Rogers
Chairman & CEO, OneAccord
http://www.linkedin.com/in/jeffoneaccord
www.OneAccordPartners.com
P: (425) 250-0883
Skype: jeffoneaccord

April 9, 2015

Rob Armfield
Director of Sales-Ravon/US Internet

To whom it may concern,

I have known Nicholas Bronesky for almost 30 years and it is without hesitation that I write this letter of recommendation. Whether in a role as a young man among his peers or as a manager of many, he always was a leader, motivator and innovator.

Nicholas led his peers while at Pacific Coca Cola. Whether willingly teaching new employees, working multiple shifts when the season necessitated or motivating and coaching sports teams, he always led by example.

As his career expanded, he led in operational and sales positions while serving multiple roles at Altig International, the largest agency within American Income Life. Starting by building sales teams as a Master General Agent, he was responsible for hiring some of the most successful individual producers and managers within the organization. They owe their years of success at Altig to the leadership that Nicholas provided. Furthering his career at Altig, Nicholas was promoted to General Manager of the entire organization. In this position he was responsible for opening offices both nationally and internationally. His responsibilities included IT networking, communications, and all aspects of build outs for a new office. I personally was influenced by the offices he opened in Vancouver, BC and Edina, MN. The environments he created encouraged both the individual producer and managers who were constantly recruiting. While his responsibility was for the operational side of the offices, he also continued to assist the manager's in their recruiting and sales training. He truly left a lasting effect on those he worked with and the organization as a whole.

Nicholas is a multifaceted individual that will be an asset to any company in a myriad of roles including IT, sales, operational, and general management. While always putting the company goals first, he is also able to create and encourage a team environment. He will be an asset to any organization.

Please feel free to call me for further discussions concerning Nicholas. (612) 386-9499

Sincerely,

Rob Armfield

12450 Wayzata Blvd, Ste 320, Minnetonka, MN 55305

Infinity Income
Optimizing Your Retirement

March 2, 2015

Jeffrey Churchfield
President
Infinity Income
To whom it may concern:

It is my great pleasure to write this reference letter for Nicholas Bronesky. Nicholas and I worked at the American Income Life offices in Minneapolis, MN which is part of the largest Agency-Altig International. I was a Master General Agent building a sales team at that time and Nicholas was a Regional General Agent. He was not only building one of the largest sales teams in the MN region but he simultaneously developed and mentored two of his other teams in Seattle, WA and Nashville, TN. Nicholas was a highly motivated, organized and respected leader who always worked in a cooperative manner with other team leaders helping to train and support within the office. Always providing close attention to the needs of his team members; like staying late many nights or working weekends if necessary, his team had what they needed for success. However, Nicholas was always quick to include anyone from the entire Agency regardless of managerial affiliation. In fact, I remember an occasion where Nicholas "threw down the challenge" with his team versus mine creating an elevated enthusiasm lasting an entire month!

Previous to his Regional General Agent role, Nicholas was General Manager for the entire Altig Agency including the geographic area of 7 States and 4 Canadian Providences, Nicholas brought a key understanding of operations working with the Public Relations Department and lead distribution staff to support the heart of sales for the agent representatives.

Nicholas's positive and professional attitude always garnered the respect of other managers, representatives and staff without exception. Any company considering adding Nicholas as an integral team member will have a welcome and productive addition. He has a very valuable positive infectious presence.

I highly recommend Nicholas in a leadership and operations role. Also, I am happy to be available for questions or more detail at 612-508-9489 direct.

Sincerely,

Jeffrey M. Churchfield

Jeffrey M. Churchfield

o.952.697.4040
c.612.508.9489
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JavawithJeff.com
Parkdale Plaza 1660 South Highway 100, Suite 500, St Louis Park, MN 55416

March 1, 2015

Re: Nicholas Bronesky Reference

To Whom It May Concern:

I have had the pleasure of working with Nicholas over the past 5 years. During this time, I had launched a new technology based marketing company and needed help with branding, marketing and business development. The technology we have created was new to the market and had potential to disrupt the very lucrative local small business industry and the way they market themselves.

Because of the innovative nature of our product, we needed our target customers to understand what we did and recognize the value in a concise and easy to comprehend way. We called on Nicholas to provide us with materials, flyers, ideas around branding. Nicholas brought wealth of knowledge; ideas and solutions that helped us launch our business and get the traction we needed to raise investment funds.

Nicholas is highly organized and brings cutting edge knowledge of today's technologies able to apply solutions we needed to the devices and platforms our target market uses. Nicholas has relationships with many vendor providers that shortened the search and decision making process of selecting the right providers and saved us thousands of dollars with his negotiated rates.

Nicholas's exceptional, timely solutions for our needs always exceeded our expectations. I have and continue to recommend Nicholas to my colleagues. He will be a valuable asset to any team he is a part of.

Please feel free to contact me with any questions.

Regards,

Saif A. Hakim
COO
talktUp dba Tack Local

M. 206C351C0240
E. saifh@tacklocal.com

AMERICA ONE
FINANCE

May 15th, 2005

To Whom It May Concern,

I worked with closely Nicholas Bronesky on a daily basis for over a decade and we have had a continued friendship ever since. I can comment on my experience with Nicholas first as my direct Manager at American Income Life, second as a colleague at Systems4U.

As a Regional General Manager at American Income, I was recruited and trained by Nicholas as a sales agent and was promoted over time by him to Master General Agent. I witnessed Nicholas' uncanny ability to recruit, hire, train and manage a superior sales team. Through his positive, uplifting motivation and mentoring, Nicholas continually is training up his next generation of managers. Through a management style of High Care – High Discipline, Nicholas builds teams of people who know they are cared about and valued and how critical their individual roles are to the success of the company. This creates a driven, highly productive team that operates like a family.

Later Nicholas as CEO brought me in as President of Systems4U a Managed Services company he founded after leaving American Income Life. I saw that Nicholas' skills as a team builder related not just to sales, but in operations management as well. Nicholas was able to attract, hire, and manage high powered individuals, build teams in each critical department from finance, to technology, to operations. In addition to team building, Nicholas is a skilled negotiator at the Executive level. Systems4U would not have been possible without the phenomenal price points negotiated between Nicholas and our suppliers. We always seemed to start our contracts with the deepest discounted pricing that a supplier could offer. Additionally, Nicholas is able to effectively manage more people and complex projects simultaneously than anyone I have personally known.

Nicholas Bronesky will be a valued asset to any organization or business that he engages with.

Please feel free to contact me for any further discussions.

Sincerely,

Joe Hauser
Capital Asset Advisor
JoeHauser@Comcast.net
206-446-8866

FINNETUSA
FINANCIAL NETWORK USA INC

June 13, 2009

RE: Nicholas Bronesky

To Whom It May Concern:

Mr. Bronesky was our Regional Manager at American Income Life for several years and helped me develop through two levels of management and become a Master General Agent via training, technology education and better management skills to develop my own team of 8 agents. His recruiting techniques, overall management systems allowed us to grow and manage that growth via better time management, systematic scheduling, and field training of our personnel to insure better retention of our people.

Nicholas has a true giver's heart, incredible faith, love of people and an investment in your future. His development skills range from people, systems of implementation for pace sustaining growth as well as up to date technology skills. Nicholas is also trustworthy and possesses all leadership skills required to run most any operation.

Nicholas's most obvious talent is written and verbal communication. His life has been filled with helping people, companies and their teams grow and achieve success. Our motto was always, "If you help enough others get what they want, you'll always have what you need".

Please feel free to contact me if needed.

Cordially,

Shawn L. Paige

Shawn L. Paige
Senior Loan Officer
FinNetUSA
612-269-8569

Golden Years Reverse Mortgage, Inc.

814 - 102nd Ave N.E.
Bellevue, WA 98004

April 9, 2015

Re: L.O.R for Nicholas Bronesky

To whom it may concern,

I have known Nicholas through business and a working associate for over 20 years. I first met Nicholas as a General Manager with Altig International. Nicholas was highly organized and was involved in running all aspects of operations and overseeing new location growth with leases for new facilities, staffing and training. Nicholas was also responsible for Public Relations mailings marketing to Unions and Associations.

After my first year as a Master General agent Nicholas took a position as Regional General Agent building dynamic sales teams with a unique management and leadership style that command respect from all his team members and those who worked around him. Nicholas used proven and highly duplicable sales systems that allowed him to grow rapidly while keeping his teams focused and on point.

His presence and positive energy commands attention and cooperation. He motivates by example with a sincere caring for the success of others.

Nicholas needs little to no direction as he operates well independently, multitasking with a quality of integrity, character and perseverance that allowed him clear passage on most projects he took responsibility for.

I am quite comfortable recommending Nicholas for any management position, especially those requiring people skills like sales & marketing team building and training.

Any organization would do well to hire Nicholas, as he brings much to the table.

Please feel free to contact me if needed.

Floyd Walker

Floyd Walker

CEO/President

Direct: 425-453-5155 Toll Free: 866-456-1944 Fax:425-455-8901 GovernmentReverseMortgage.com