
Profile

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Prefix

Mr.

Jose

First Name**R.**

Middle Initial**Bello**

Last Name**jrbello1@yahoo.com**

Email Address**11667 Grove St.**

Street Address

Suite or Apt**Seminole**

City**FL**

State**33772**

Postal Code**Mobile: (813) 695-7476**

Primary Phone

Alternate Phone**Encore Bank**

Employer**VP, Community Outreach Officer**

Job Title

Occupation

Business Development

Which Boards would you like to apply for?

Board of Adjustment and Appeals: Submitted

To which Commissioner are you applying?

 Kathleen Peters (Single Member District 6)

Are you currently a Pinellas County resident?

 Yes No

If you are a Pinellas County resident, for how long?

11

Are you registered to vote in Pinellas County?

Yes No

Are you currently serving on any Pinellas County boards, councils, or committees?

Yes No

If you are currently serving on any Pinellas County boards, councils, or committees, please name.

Board of Adjustment and Appeals

Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?

Yes No

If you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County, please explain.

Do you serve on any state, regional or local government boards, councils or committees?

Yes No

If you serve on any state, regional or local government boards, councils or committees, please explain.

Are you current with all taxes and any other financial obligations?

Yes No

If you are not current with all taxes and any other financial obligations, please explain.

Have you been convicted of a Public Entity Crime? Public entity crime is defined by Florida Statute, sec. 287.133 as a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

Yes No

If you have been convicted of a Public Entity Crime, please explain.

Have you been convicted of a financial felony?

Yes No

If you have been convicted of a financial felony, please explain.

Have you ever been convicted of a crime against children or seniors?

Yes No

If you have ever been convicted of a crime against children or seniors, please explain.

Are you currently, or have you ever sued Pinellas County?

Yes No

If you currently, or have ever sued Pinellas County, please explain.

Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid)

Yes No

If you have ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance, please explain.

[Pinellas County Boards and Commissions Standards of Conduct for Citizen Appointees](#)

Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

Business development professional with a relationship building focus and entrepreneurial edge. Highly ethical sales and marketing professional with a 30+ year record of demonstrated expertise in the fundamentals of moving a prospect through all sales cycles: from identifying prospects to generating leads through networking and cold-calling, fostering and nurturing the relationship, identifying the needs, delivering the value proposition, asking for the business, negotiating pricing/contract terms and implementing a successful post-sale client support relationship. Over the years that I've lived in the Tampa Bay community I've participated on many boards and committees. Most recently termed off the board of The Spring of Tampa Bay - Hillsborough County's domestic violence shelter. Additionally, participated (with my wife) as the Underwriting Chair for the American Cancer Society's Cattle Baron Ball (raised a record high 1.2mm). I've lived in deed restricted communities and those that are not. I'm a home tax paying home owner and understand the dynamics and critical thin lines between rules/ regulations, self serving commercial and residential property owners and the need to maintain a community semblance of order. Applicable skills: Relationship Builder (all levels), New Business Development, Social Media/ Networking, Sales Executive, Sales Team/ Individual Coaching , Lead Nurturing, Consultative Selling, Pre-Call Preparation, Contract Negotiations, Account Management, CRM, Strategic Alliance Builder, Internet Marketing, , Competitive Analysis, Territory Management, Proposal Writing.

Upload a Resume

Demographics

Ethnicity

Hispanic

Gender

Male

03/29/1965

Date of Birth

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I Agree *

Jose R. Bello

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JOSE R. BELLO

Cellular: 813-695-7476 | Email - JRBello1@Yahoo.com
LinkedIn Profile - <https://www.linkedin.com/in/bellojose/>

BUSINESS DEVELOPMENT AND MARKETING PROFESSIONAL

Results-oriented and client-driven sales leader with exceptional team building and sales strategy skills with more than 30 years of business development and marketing success. Extensive national sales/account management experience with oversight of new client implementations, account management and client renewals. Possesses a deep understanding of the business-to-business sales process and proven success in implementing sales strategies to launch new products, penetrate new markets, and produce sales, revenue, and market share growth ahead of projected forecasts in addition to strong team-building abilities and proven success recruiting, training, managing, and motivating employees to achieve individual, regional, and company sales objectives.

AREAS OF EXPERTISE

- | | | |
|--------------------|------------------------|----------------------|
| ❖ Relationships | ❖ Coaching | ❖ Marketing |
| ❖ Forward Thinking | ❖ Strategy | ❖ Consultative Sales |
| ❖ Collaboration | ❖ Business Development | ❖ Account Management |
| ❖ Communication | ❖ Market Expansion | ❖ Client Retention |
| ❖ Negotiation | ❖ Customer Service | ❖ Leadership |

PROFESSIONAL EXPERIENCE

ThreeBridge Soutions LLC (Process Improvement Consulting)

Client Engagement Director
Present

March 2018 -

- Responsible for relationship building and business development with C-level executives for Fortune 1000 organizations
- Accountable for maintaining constant lines of communications with various C-level executives in an effort to deliver best of class process improvement and business transformation opportunities

AXA Advisors, LLC (Wealth Management)

Director of Business Development & Marketing
January 2013 - August 2017

- Responsible for relationship building and business development with high-net worth individuals on the personal side; C-suite executives on the corporate side (doctors, surgeons, investment bankers, broker dealers, CPA's, wealth managers, entrepreneurs)
- Recruited high-performing wealth managers and support staff

PROFESSIONAL AFFILIATIONS AND AWARDS

- Created and managed intimate experiences for high-net worth prospects, influencers and clients
- Overall contribution of tens of millions of dollars, spread across several wealth managers and products
- Launched ZD Advisors, LLC a boutique wealth assurance firm for athletes and entertainers

BayPop, LLC (Luxury Magazine)

VP of Sales & Marketing/ Co-Publisher/ Consultant
2012 - September 2012

January

- Responsible for advertising sales, nontraditional revenue generation, distribution, editorial content, marketing, management of team
- Recruited, hired and managed advertising, editorial and administrative staff
- Community facing representative for the magazine including speaking, promotion and partnership with various charitable entities
- Coordinated and executed multiple magazine showcase event
- Took a start-up magazine from launch, to a multi-million-dollar publication by developing partnerships such as: the 2012 Republican National Convention, Visit St. Pete Clearwater and The Sundial

Shooting Stars Post, Inc. (SSPMedia) Inc.

Vice President of Sales & Marketing
November 2005 - December 2011

- Established new business relationships in order to secure filming for major motion pictures, local and national commercials, music videos, and various charity events
- Developed partner alliances with local businesses resulting in millions of dollars of new production business
- Built several new product models and partnerships with local media outlets
- Generated highest sales volume in the company's 25-year history
- Secured largest dollar-volume clients the company had ever done business with

Sterling HROutsourcing (SHRO), LLC

Co-Founder, Manager of Business Development
September 2004 - September 2005

- Co-founder of human resources outsourcing organization
- Developed business plan
- Curated and implemented marketing plan
- Assembled key players

PROFESSIONAL AFFILIATIONS AND AWARDS

- Developed channel partner alliances with local group health agencies, workers' compensation agencies, CPA firms, law firms and payroll providers to deliver best of class HR support services to the small to middle market
- Ran and managed all business development related tasks including: developing lead sources, initiating contact with prospect, presenting scope of services, closing the sale and even delivering a portion of those service
- Dynamic corporate trainer and speaker

West Coast Employers Association (WCEA), Inc.

Partner, Director of Membership & Business Development

February 1999 - September 2004

- Facilitated soft skill management training courses for local, regional and national organizations including: Diversity Awareness, Harassment avoidance, Effective Communications, The Role & Contribution of the Supervisor
- Developed a training inventory of 40+ courses
- Developed business relationships and strategic partnerships with C-level executives, business owners and human resources professionals to deliver: Labor & Employment Consulting; Environmental, Health & Safety Consulting; Organization Development & General Business Management Consulting
- Maintained regular interaction with a client base of over 750 local, regional and national companies and organizations from both the public and private sectors

Media General (The Tampa Tribune Co.)

Sales Development Manager

March 1997 -

February 1999

- Created and implemented sales and marketing initiatives affecting three key areas: storefront sales divisions (four), customer loyalty discount card marketing efforts, special sales projects including single copy sales/dealer outlet opportunities
- Lead departmental sales promotions
- Liaison between the Advertising and Circulation marketing efforts, and the development of a viable measurement system for each

JLA Consulting

(The Tampa Tribune Company consultant)

August 1996 - Mar 1997

- Selected as one of three full-time employees (out of 3,000 total employees) to lead the reengineering process of The Tampa Tribune
- Served as team leader for the Advertising and Support Areas (Business Office,

PROFESSIONAL AFFILIATIONS AND AWARDS

Human Resources, Information Technology, Marketing Communications, and Marketing Development) value analysis teams

- Adhered to the value analysis team charters along with reviewing and enhancing each
- Communicated with each of the department Directors on preparing and delivering status reports
- Developed and managed a series of presentations for all employee levels including Supervisors, Managers, Directors, Executive Steering group, and Media General corporate management
- Led the value analysis team and facilitated project coordination
- Consolidated and implemented relevant projects that were a product of the value analysis teams

Telemarketing Sales Manager (The Tampa Tribune)

July 1991 - July 1996

- Met all sales goals and objectives by implementing various telemarketing calling campaigns
- Managed 3 supervisors, 6 clerks and 90 inside sales representatives
- Successfully increased sales every year for 6 years
- Achieved significant arrears collection in multiple years.

Hillsborough County Crew Sales Manager (The Tampa Tribune)

November 1995 - January 1996

- Increased and maintained circulation coverage figures
- Changed various methods of reporting production
- Recruited and trained solicitors

Telemarketing Assistant Sales Manager (The Tampa Tribune)

February 1986 - July 1991

- Assisted the Telemarketing Sales Manager with day to day operation of the Telemarketing sales department
- Managed 3 supervisors, 5 clerks, and 30 Telemarketing sales representatives
- Achieved telemarketing's first 1,000 sale week
- Recreated the telemarketing division
- Responsible for reaching weekly sales quotas through hiring, training, and motivating telephone sales representatives

EDUCATION AND PROFESSIONAL AFFILIATIONS

- Hillsborough Community College
- Jefferson High School
- Underwriting Chair - American Cancer Society

PROFESSIONAL AFFILIATIONS AND AWARDS

- Board of Directors - The Spring of Tampa Bay
- Board of Directors - Family Service Centers
- Board of Directors - Achieve Tampa Bay
- Pediatric Cancer Foundation's Fisherman's Ball Committee
- Leukemia Lymphoma Society Foundation Marketing Committee
- Sarasota County Committee for Economic Development
- Greater Tampa Chamber of Commerce (Arts & Cultural Committee)
- Eucharistic Minister - Hospital Ministry, Christ the King Catholic Church
- Parrish Council Member - Christ the King Catholic Church

REFERENCES AVAILABLE UPON REQUEST

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Prefix

Ms.

Deborah

First Name

J

Middle Initial

White

Last Name

debbiewhite1215@gmail.com

Email Address

502 Georgetown Pl

Street Address

Suite or Apt

SAFETY HARBOR

City

FL

State

34695

Postal Code

Mobile: (727) 433-5144

Primary Phone

Alternate Phone

N/A

Employer

Job Title

Occupation

Community Volunteer

Which Boards would you like to apply for?

Board of Adjustment and Appeals: Submitted

To which Commissioner are you applying?

 Pat Gerard (At Large District 2)

Are you currently a Pinellas County resident?

 Yes No

If you are a Pinellas County resident, for how long?

39 years

Are you registered to vote in Pinellas County?

Yes No

Are you currently serving on any Pinellas County boards, councils, or committees?

Yes No

If you are currently serving on any Pinellas County boards, councils, or committees, please name.

Board of Adjustment, appointed

Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?

Yes No

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Do you serve on any state, regional or local government boards, councils or committees?

Yes No

If you serve on any state, regional or local government boards, councils or committees, please explain.

Are you current with all taxes and any other financial obligations?

Yes No

If you are not current with all taxes and any other financial obligations, please explain.

Have you been convicted of a Public Entity Crime? Public entity crime is defined by Florida Statute, sec. 287.133 as a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

Yes No

If you have been convicted of a Public Entity Crime, please explain.

Have you been convicted of a financial felony?

Yes No

If you have been convicted of a financial felony, please explain.

Have you ever been convicted of a crime against children or seniors?

Yes No

If you have ever been convicted of a crime against children or seniors, please explain.

Are you currently, or have you ever sued Pinellas County?

Yes No

If you currently, or have ever sued Pinellas County, please explain.

Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid)

Yes No

If you have ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance, please explain.

[Pinellas County Boards and Commissions Standards of Conduct for Citizen Appointees](#)

Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

Will email my resume, am unable to upload it

Upload a Resume

Demographics

Ethnicity

Caucasian/Non-Hispanic

Gender

Female

12/15/1954

Date of Birth

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I Agree *

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DEBORAH “DEBBIE” J. WHITE

502 Georgetown Place
Safety Harbor, FL 34695
Cell 727 433-5144

Email: debbiwhite1215@gmail.com

Work History:

- 2001 - 2015 **DJW PROPERTIES, L.L.C.**, Safety Harbor, FL
Owner, property management services
- 2004 – 2005 **SAFETY HARBOR CITY COMMISSIONER**, Safety Harbor, FL
- 1997 – 1999 **CLEARWATER REGIONAL CHAMBER OF COMMERCE**, Clearwater, FL
Vice President of Small Business, Governmental Affairs and Economic
Development 1998 – 1999; Membership Liaison 1997 – 1998
- 1986 – 1997 **SAFEGUARD BUSINESS SYSTEMS**, Clearwater, FL
Independent Distributor 1990 – 1997; Payroll Manager 1986-1990
- 1982 – 1986 **MCBEE SYSTEMS**, Tampa, FL – Sales Representative
- 1977 – 1982 **DUN AND BRADSTREET**, Boston, MA – Sales and Divisional Operation Manager

Education: 1977 **ALLEGHENY COLLEGE**, Meadville, PA, B.S. in Economics

Community Involvement:

BIG BROTHERS BIG SISTERS OF PINELLAS COUNTY, INC.

- Board of Directors 2001 – 2013, Legislative Chair 2008 - 2013
- Big Brothers Big Sisters State Assn. 2001 – 2011
- Big Sister (School based) 2002 – 2004, 2007, 2010 - 2014

BOARD OF ADJUSTMENT – PINELLAS COUNTY

- Board Member 2011 – present, Chair 2020
- Alternate Member 2006 - 2010

DUNEDIN FINE ARTS CENTER

- Advisory Committee 2006 – present; Co-Chair 2009 - present

LEADERSHIP PINELLAS, Class of 1995

- Board of Directors 1997 – 2001, President 1999 – 2000
- Retreat Co-Chair 1996 – 2013
- Alumni of the Year Award – 2003

MORTON PLANT MEASE HEALTH CARE

- Board Member 2012 – 2018

MORTON PLANT MEASE FOUNDATION

- Board Member 2002- 2011; Executive Committee 2004 - 2007
- Arbor Vitae Giving Society, Chair 2008 – 2011

RUTH ECKERD HALL, INC.

- Board of Directors 2020 – present
- Development Committee Chair 2021 – present
- Board Vice Chairman 2022 – present
- Board Secretary 2021-2022

SAFETY HARBOR PUBLIC LIBRARY FOUNDATION

- President – Board of Directors 2016 - present

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Prefix

Mr

Alan

First Name

C

Middle Initial

Bomstein

Last Name

abomstein@creativecontractors.com

Email Address

101 Creative Way

Street Address

Suite or Apt

Clearwater

City

FL

State

33759

Postal Code

Mobile: (727) 463-5522

Primary Phone

Home: (727) 733-6767

Alternate Phone

Creative Contractors, Inc.

Employer

CEO

Job Title

Occupation

President

Which Boards would you like to apply for?

Board of Adjustment and Appeals: Submitted

To which Commissioner are you applying?

 Dave Eggers (Single Member District 4)

Are you currently a Pinellas County resident?

 Yes No

If you are a Pinellas County resident, for how long?

49 years

Are you registered to vote in Pinellas County?

Yes No

Are you currently serving on any Pinellas County boards, councils, or committees?

Yes No

If you are currently serving on any Pinellas County boards, councils, or committees, please name.

Board of Adjustment and Appeals

Do you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County?

Yes No

If you have or hold any employment or contractual relationship with any business or any agency which is subject to the regulation of or is doing business with Pinellas County, please explain.

Creative Contractors from time to time provides construction services to Pinellas County. Currently, we are under contract to build courts consolidation project.

Do you serve on any state, regional or local government boards, councils or committees?

Yes No

If you serve on any state, regional or local government boards, councils or committees, please explain.

Are you current with all taxes and any other financial obligations?

Yes No

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Have you been convicted of a Public Entity Crime? Public entity crime is defined by Florida Statute, sec. 287.133 as a violation of any state or federal law by a person with respect to and directly related to the transaction of business with any public entity or with an agency or political subdivision of any other state or with the United States, including, but not limited to, any bid, proposal, reply, or contract for goods or services, any lease for real property, or any contract for the construction or repair of a public building or public work, involving antitrust, fraud, theft, bribery, collusion, racketeering, conspiracy, or material misrepresentation.

Yes No

If you have been convicted of a Public Entity Crime, please explain.

Have you been convicted of a financial felony?

Yes No

If you have been convicted of a financial felony, please explain.

Have you ever been convicted of a crime against children or seniors?

Yes No

If you have ever been convicted of a crime against children or seniors, please explain.

Are you currently, or have you ever sued Pinellas County?

Yes No

If you currently, or have ever sued Pinellas County, please explain.

Have you ever been arrested, charged, or indicted for violation of any federal, state, county, or municipal law, regulation or ordinance? (Exclude traffic violations for which a fine or civil penalty of \$150 or less was paid)

Yes No

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Interests & Experiences

State your background, including your education, work experience, civic or community organization memberships and positions, and any professional licenses or memberships, and explain how this applies to the function of the board, council or committee.

I have served on Board of Adjustment for over 20 years. Have developed significant expertise on the function of this board.

Upload a Resume

Demographics

Ethnicity

Caucasian/Non-Hispanic

Gender

Male

07/29/1945

Date of Birth

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