

ELECTION COMMISSION6 YEAR TERM

MEMBER	ADDRESS	PHONE #	APPT. DATE	TERM EXPIRATION	TERM #
Russell B. Long			5/12/15	7/22/2021	1
Clifford H. Tall, P.A.			8/9/2016	9/12/2022	3
William H. Monckton VI Billy Monckton			10/9/2018	9/12/2024	4

NOTE: City Residents are highlighted in blue.

The term of Russell Long will expire on July 22, 2021. Mr. Long does wish for reappointment. On file are the resumes of Paul Williamson (City Resident) and Geoffrey Kay (City Resident). This term will expire September 12, 2027.

GEOFFREY (GEOFF) J. KAY

Myrtle Beach, SC 29572

REGIONAL SALES MANAGER

Revenue Generation — Market Expansion — Resource Optimization — Risk Minimization

Consultative, solutions-focused sales professional combining business/operational insight with strategic planning, leadership, building and maintaining strong relationship management skills to achieve desired results. Forge tactical client partnerships and guide cross-functional high-performance teams, fostering continuous growth and advancement mindset. Identify requirements, allocate resources, and deliver custom solutions. Adapt quickly to changing needs and priorities in competitive, complex environments. *Areas of expertise include:*

Client and Vendor Relations | Negotiations | Quality Assurance | Project Stewardship | Business Development | Goal Setting
Problem and Conflict Resolution | Cross-Discipline Collaboration | Training and Development | Team Leadership | Mentoring

SELECTED ACHIEVEMENTS

- Highest performing Eaton Hydraulics Americas Region to YOY Sales and Goal (2019). Attributed to success in:
 - Sales growth to existing Accounts
 - Mitigation of attrition due to operational challenges
 - Closing new business
 - Achieved Highest Sales Branch within Wesco Construction Organization, Phoenix Branch (2015, 2016)
 - Leveraged Wesco Customer Incentive Trip to award the most customers (total) and the most new customers participating on the 2014/2015 and 2015/2016 Trips
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PROFESSIONAL EXPERIENCE

EATON CORPORATION, HYDRAULICS AMERICAS, Phoenix, AZ (Remote (Home-Based) Role) 11/2016 – 11/2019

Regional Sales Manager

Oversee sales resources (including remote team of 8), support 150+ customers, manage distribution channels in 11 Western states to meet profit targets, and provide innovative solutions internally and externally.

- Led team to achieve organization's 2019 revenue objective of-\$97.7M
- Improved region's distribution channel market share by growing shelf-share, realignment of sales resources to match opportunities, and identifying/closing new Distributor Channel business (\$1M+)
- Deepened business and personal relationships with key Customer Principles and decision-makers
- Recruited, hired and onboarded 2 outstanding sales professionals to fill vacancies, Seattle & Los Angeles (Q2 '19)

WESCO DISTRIBUTION, Phoenix, AZ

08/2008 – 11/2016

District Sales Manager — Construction | 01/2015 – 11/2016

Branch Sales Manager — Construction | 08/2008 – 01/2015

Guided construction sales efforts, including forecasting, defining objectives, setting account package quotas for 15–18 account managers, tracking sales results, determining pricing, and mitigating risks. Oversaw 250+ customer accounts, managed team-building efforts, coordinated cross-functionally, and communicated/coordinated with senior leadership.

- Motivated team and unified efforts, consistently meeting/exceeding annual sales goals (up to \$75M)
 - Executed "Redefining the Sales Solution" sales training program for the Outside Sales Team
 - Projected existing and new client sales volume to align with inventory, A/R and sales resources to support.
 - Elevated team cohesiveness by sponsoring and leading a "Speed of Trust" kaizen
 - Collaborated with the Financial Services team to mitigate risk while not impeding profitable sales growth
- Supported full-order service operations, including assisting account representatives and executives with quotes and proposals, improving project order management techniques, and resolving customer issues.

GEOFFREY (GEOFF) J. KAY

PROFESSIONAL EXPERIENCE (CONT.)

- Monitored costs, competition, and market conditions, partnering with pricing, purchasing, and inventory control teams to establish/adjust pricing to maximize profit margin
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ADDITIONAL EXPERIENCE

CONSOLIDATED ELECTRICAL DISTRIBUTORS (CED), PHOENIX, AZ 2007 – 2008
PROFIT CENTER MANAGER

- Full P&L responsibility, \$13,500,000 in sales annually, 5.8% EBIT
- Managed Commercial Construction, Industrial and CIG business (Team of 20)

HD SUPPLY ELECTRICAL, PHOENIX, AZ 2006 – 2007
MANAGER, VALUE-ADDED SERVICES

- Fulfill needs of HD Supply's largest Customer, Haskins Electric
- Provide order fulfillment, inventory and logistic solutions for their 1000-start per month residential business, \$21,160,000 in sales, \$2,140,000 GP (2006)

EDSON ELECTRIC SUPPLY, PHOENIX, AZ 2001 – 2006
VICE PRESIDENT, SALES

- Leading the Customer Relationships and Outside Sales Resources (Led 20+ salesperson organization across 11 Arizona locations) to achieve planned results
- Exceeded Sales Plan each year, from \$65,000,000 in sales YE2002 to \$168,000,000 in sales YE2006

WESTINGHOUSE / EATON CORPORATION, MULTIPLE LOCATIONS 1980 – 2001
DISTRICT SALES MANAGER, PHOENIX
PRODUCT SALES MANAGER, AFTERMARKET PRODUCT & SERVICES, ASHEVILLE
MARKETING REPRESENTATIVE, CONSTRUCTION PACKAGING, PITTSBURGH
OUTSIDE SALES ENGINEER, INDUSTRIAL AND COMMERCIAL, BIRMINGHAM
INSIDE SALES ENGINEER, INDUSTRIAL, NASHVILLE

EDUCATION

GEORGIA INSTITUTE OF TECHNOLOGY, Atlanta, GA
Bachelor of Industrial Systems Engineering, 1980

PROFESSIONAL DEVELOPMENT

EATON CORP: Accelerator Selling, BTS Group, 2019
WESCO CORP: Redefining the Sales Solution, Standpoint Co, 2016

TECHNICAL SKILLS/TOOLS

MICROSOFT OFFICE: Outlook, Excel, Powerpoint
CRM: Eaton C360, Wesco SalesTracker
GOLF

Jennifer Adkins

From: Paul Williamson
Sent: Sunday, June 6, 2021 10:07 AM
To: Jennifer Adkins
Subject: [External]Volunteer Request
Attachments: Paul Williamson - Resume - 06062021.docx

CAUTION: This email originated from outside your organization. Exercise caution when opening unsolicited attachments or clicking links. Please forward suspicious mail to spam@cityofmyrtlebeach.com for review.

Ms Stanford,

Recently was looking at open volunteer positions with the City and would like to be considered to serve on either the planning commission our tourism board. As a resident of Myrtle Beach it would be my desire to invest my time and energy in providing a volunteer service that could further help Myrtle Beach grow and become a destination for families to visit and reside. Volunteerism, to me, is a very important attribute allowing anyone to support the communities in which they live.

My background consists of over 50 years of steadily increasing leadership and management responsibility. I retired from the US Air Force after 31 years of service with the rank of Colonel and have held positions in the areas of consulting and hospital/healthcare administration and volunteer positions in city planning and development.

I respectfully request consideration to serve as a volunteer on one of the Myrtle Beach commissions or boards.

Sincerely

Paul T Williamson

Atch: Resume

Paul T Williamson

Paul T. Williamson, Col (Ret) USAF, MSC, FACHE

"The Democracy will cease to exist when you take away from those who are willing to work and give to those who would not."

- Thomas Jefferson

Col (Ret) PAUL T. WILLIAMSON, USAF, MSC, FACHE, PAHM

Myrtle Beach, SC 29572

Professional Summary

I have held numerous positions with increasing leadership and management responsibility in the areas of program management, hospital and healthcare administration, strategic planning, business operations and business development, business transformation management, city planning, zoning and historic commissions.

Professional Experience

- January 2018 – November 2019
Commissioner, Johnson City Regional Planning Commission
Johnson City, TN
- March 2018 – November 2019
Commissioner, Johnson City Historic Zoning Commission
Johnson City, TN
- July 2017 – November 2019
Member, Johnson City Development Authority (JCDA)
Secretary/Treasurer JCDA Executive Committee
Johnson City, TN
- Jan 2017 – December 2019
Staff Member (volunteer), Ballad Health, Research Department
Johnson City, TN
- January 2016 – July 2019
President, Park Place Community Association, (HOA)
Johnson City, TN
- 2015 -2017
Chairperson, Park Place Community Association (PPCA) Architectural Review Committee
Johnson City, TN
- 2013 – 2016 (Closed)
President, Liberty Healthcare Partners, LLC
Johnson City, TN

- 2013 – 2014
Vice President, Government Operations
FluidEdge Consulting, INC
Malvern, PA
- 2007 – 2013
Administrator, Research and Development, James H. Quillen VA Medical Center
Mountain Home, TN
- 2000 –2007
Managing Director, Government Business Unit, First Consulting Group (FCG)
Falls Church, VA
- 1998 –2000
Executive Director, Department of Defense Tri-Care Health Services Region 4
Keesler AFB, Biloxi, MS
- 1996 - 1998
Chief Operating Officer, Keesler Medical Center
Keesler AFB, MS
- 1976 - 1996
Various military leadership and management positions; logistics, medical readiness, human resources, planning and development

Affiliations

- Life Fellow, American College of Healthcare Executives (LFACHE), Chicago, IL
- Professional, Academy for Healthcare Management (PAHM), Johnson City, TN
- Membership Director, Grand Strand Chapter, Military Officers Association of America, Myrtle Beach, SC
- Past Member, Mountain Home Research and Education Non-Profit Corporation, Johnson City, TN
- Past Member, ACHE Veterans Administration Regents Advisory council, Washington, D.C.
- Past Member, ACHE Regents Advisory Council, GA
- Past Member, ACHE Regents Advisory Council, MS
- Past Member, Fisher House Board of Directors, Biloxi, MS
- Past President, Mississippi Gulf Coast Healthcare Executive Group, Biloxi, MS