



CITY OF NEW BEDFORD
JONATHAN F. MITCHELL, MAYOR

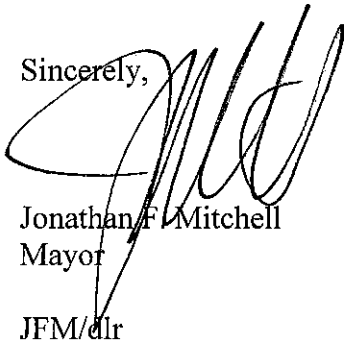
March 16, 2017

City Council President Joseph P. Lopes
Honorable Members of the City Council
City of New Bedford
133 William Street
New Bedford, MA 02740

Dear Council President Lopes and Honorable Members of the City Council:

I am submitting for your approval the **APPOINTMENT** of William E. Jennings of 217 Deane Street, New Bedford, MA to the Council on Aging. Mr. Jennings will be replacing Joan Halter. This term will expire in May 2018.

Sincerely,



Jonathan F. Mitchell
Mayor

JFM/dlr

cc: Mr. Jennings
Council on Aging



CITY OF NEW BEDFORD BOARD & COMMISSION APPLICATION

The Mayor is seeking citizens who wish to serve on City Boards and Commissions established to assist and advise the City on specific matters. Please complete this application in full (attach a resume and other information which may assist the Mayor and the City Council in making its selection) and file it with the Personnel Office. The Mayor reserves the right to reject any application. Some appointments are subject to confirmation by the City Council.

Board/Commission applying for: (see reverse side) Council on Aging

Name: William E. Jennings Email: _____

Home Telephone: _____ Work Telephone: _____

Residence Address: 217 Deane St #104, New Bedford, MA Zip: 02746

Present Occupation & Place of Employment: Retired

Educational Background: North Eastern University 1965 B.S., M.S., R.N.S., C.N.A.

Memberships in Community Organizations or Professional Groups: 0 Resume (018)
Attached

City Boards and/or Commissions on which you have previously served: 0

The reasons why you wish to be considered for appointment by the Mayor: _____

I have a special interest in Senior Living + their needs. Most seniors are unaware of what benefits they qualify for. I would like to improve that situation.

Please detail specific areas of expertise: 50+ years in Medical Emergency Clinical + Commercial + Strong understanding of business issues + what does & doesn't work

Please detail specific areas of interest: Improving the total focus on Senior living

Available for meetings in the daytime ☒ evenings ☐ both ☐ (check one)

Resident of the City since what year: 2007

Appointees and incumbents may be required to file a Statement of Economic Interest, as required by the City Council Rules or the Mayor. The statement may require a declaration that you have no interest in conflict with the City of New Bedford. Please return your completed application to the Personnel Department, 133 William St., Room 212, New Bedford, MA 02740.

Applications will be kept on file for two year.

**I DECLARE UNDER PENALTY OF PERJURY THAT THE FOREGOING
INFORMATION IS TRUE AND CORRECT.**

Signature of Applicant: William E. Jennings

Date: 3/3/17

217 Deane St #104
New Bedford, MA 02746

WILLIAM E. JENNINGS

Home
Cell

EXECUTIVE SALES/MANAGEMENT

Successful experience and skills demonstrated by a solid history of achievements, steady advancements, and increased accountabilities. Results oriented dependable sales and management professional with a strong work ethic and management style that reflect a "Can Do!" attitude. Confident and competent decision maker. Effective team developer, leader, and contributor, working with all levels of management, staff, and customers. Areas of expertise include:

**National/Key Account Management • Sales Training • Marketing/Account Analysis
Regional Supervision • Merchandising • Promotions/Technical Events Coordination**

ACCOMPLISHMENTS

- | | |
|---------------------------------|--|
| Sales Management | Recruited key personnel for sales management, regulatory affairs, field service, and marketing management. Managed staff of four regional managers and 24 sales specialists in sales of nuclear medicine scintillation camera and computers. |
| Training and Development | Hired top performers from former distributor and other industry sources to create winning sales team. Trained staff of five technologists performing Diagnostic Nuclear and Diagnostic Ultrasound procedures in hospital setting. |
| Communications | Accountable for day-to-day communications with manufacturer, forecasting, and yen/dollar fluctuation issues. Managed all aspects of vendor/manufacturer relationship between Corometrics and Aloka for sales and marketing of diagnostic ultrasound imaging devices. |
| Merchandising/Marketing | Oversaw implementation of merchandising and sales training, experiential marketing, retail intelligence, technical services, and ISO fulfillment. Areas supervised included marketing, trade show management, regulatory affairs (FDA), importation of products from Japan, and product positioning. |

PROFESSIONAL WORK HISTORY

NATIONAL IN-STORE MARKETING, Sarasota, FL

An OMNICOM GROUP Company

Vice President Operations, 2004-2006

Successfully managed day-to-day operations of National Service Division in retail merchandising. Staff consisted of four regional managers, 34 district managers, and 10,000+ brand advocates with two million retail visits annually.

Regional Manager South, 2001-2004

Managed Southern Region Staff in retail merchandising. Accountable for functions of four district managers and 2,000 brand advocates for successful achievement of merchandising, sales training, marketing, retail intelligence, technical services, and ISO fulfillment.

WILLIAM E. JENNINGS

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NONQUIT VENTURES, Dartmouth, MA

President, 1997-2001

Founder of medical equipment consulting company working primarily with foreign medical device manufacturers to introduce their products to US markets. Recruited key personnel for these companies helping to ensure their success.

ALOKA LTD, Tokyo, Japan

Vice President Sales/Marketing, 1990-1997

As Senior American Executive accountable for recruiting and putting in place a research and development group, a department of regulatory affairs (FDA), and a sales/marketing organization. Hired top performers and company exceeded all manufacturer's expectations.

COROMETRICS MEDICAL Systems, Wallingford, CT

Director Product Management, 1986-1989

Managed all aspects of vendor/manufacture relationship between Corometrics and Aloka for manufacture of diagnostic ultrasound imaging devices. Included personnel for sales management, regulatory affairs, field service, and marketing management.

RELATED POSITION

ELSCINT LTD., Haifa, Israel

National Sales Manager Nuclear Medicine

EDUCATIONAL BACKGROUND

Medical Imaging degree, Northeastern University, Boston, MA

Focus: R.T., A.R.D.M.S. Radiology, Nuclear Medicine, Diagnostic Ultrasound

OTHER NOTABLE ACCOMPLISHMENTS

Guest lecturer, Northeastern University and Universities of Rhode Island, Wyoming, and Colorado

World Congress of Nuclear Medicine, Buenos Aires, Argentina

Medical Ultrasound Symposium, Sao Paulo, Brazil

Japan Ultrasound Society, Saitama Medical School, Tokyo, Japan

Numerous local medical meetings in US

Six Sigma Yellow Belt