

EXECUTIVE CHAMBER

CITY OF WARWICK



RHODE ISLAND

**FRANK J. PICOZZI
MAYOR**

November 3, 2021

TO THE HONORABLE STEPHEN P. MCALLISTER, COUNCIL PRESIDENT
AND
THE HONORABLE MEMBERS OF THE WARWICK CITY COUNCIL:

Pursuant to the City Charter,
Of the City of Warwick, Sec.8-17
Entitled

“BOARD OF ASSESSMENT REVIEW”

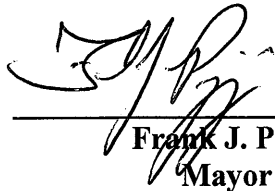
I hereby reappoint:

Christopher Stephenson
474 Warwick Neck Avenue
Warwick, RI 02889

Term to expire January 1, 2024

Ward 5

I hereby submit this appointment for your advice and consent.



Frank J. Picozzi
Mayor

11-3-21

Date

Christopher J Stephenson

474 Warwick Neck Avenue Warwick RI 02889

CJS65@verizon.net

Sales/Merchandising

Results Driven – Seasoned Negotiator - Highly Productive – Collaborative – Strategic – Operations Management

Seeking to further diversify my portfolio of experience and capabilities in an environment that promotes the utilization of my knowledge, skills and abilities; that is conducive towards meaningful contributions in a team atmosphere which drives growth, opportunity and development.

Education & Professional Affiliations

Remax International Presidents Club Member

Remax International Executive Club Member

Providence County Board of Realtors Member

Kent County Board of Realtors Member

Kent County Board of Realtors Circle of Excellence Recipient

Event Committee Member

Kent County Board of Realtors Multi-Million Dollar Sales Award Recipient

RI Department of Business Regulations – Member in good Standing

Rhode Island Association of Realtors – Real Estate School

Rhode Island College – Business Management Courses

Community College of Rhode Island – A.S. in Business Administration

Career Overview

Real Estate One/Remax Metro (Warwick RI)

1992 – Present

Realtor, Independent Sales

Real Estate Sales & Property Management

- Manage \$4M Real Estate Portfolio within Rhode Island; including both Residential and Business sales opportunities and leasing functions for personal and investment purposes.
- Prospecting for new Clients through Social Media, Networking, Direct Mailings, etc.
- Develop advertising listing inventory via internet (MLS/RI Homes), Social Media, Magazine/Newspapers listings.
- Heavily experienced in all aspects of the Sales process by prospecting, developing and building a portfolio of client relationships.
- Preparation of sales agreements, inspections and financing arrangements, coordination of closings with attorneys.

Schroff International (Warwick RI)

1990 - 1992

Director, International Recycling Program

Project Manager Global Recycling

- Developed Steel recycling program for all Seven International Facilities.
- Contract negotiator with perspective vendors on re-purchasing scrap metal.
- Established a Bonus Pay program to encourage recycling with Production Management.
- Traveled annually to all global facilities to ensure compliancy with program.
- Saved Company \$10M annually through recycling program.

CJS65@verizon.net

Career Overview (Continued)

Sports Graphics Inc (Warwick RI)
Manager, Customer Service

1989-1992

Operations Manager

- Supervised 12 team associates as Service Specialists.
- Provided in-depth training on all applications to their roles and responsibilities.
- Managed major accounts (Sears, Ames, Montgomery Ward, Caldor).
- Responsible for 25% of Company revenue generation.
- Communicated sales projection goals from Eastern Asia Manufacturers to independent sales reps. and major retail buyers.
- Awarded Company recognition for Outstanding Communications & Performance.

Core Business Technologies (East Providence RI)
Sales Representative – Savin Copier Division

1988-1989

Sales/Marketing/New Client Development

- Prospected for new client development (cold calls, office visits, networking).
- Demonstrated key functionality and qualities of each machine.
- Initiated Leasing programs tailored to client requirements.
- Prepared competitor pricing surveys on service/supplies for perspective clients.
- Arranged for service calls/preventative maintenance schedules as needed.
- Managed Southeastern Massachusetts and adjoining areas.

Software/System Applications/Social Media

MLS Exchange, Microsoft Office (Outlook, Word, Excel, Powerpoint) Adobe Acrobat, Internet Explorer, Mozilla Firefox, Google Chrome, Facebook, LinkedIn, Twitter

Personal References available upon request