

**SITEL Corp.**  
(\$2 billion outsource call center company)  
**Director, Relationship Management**  
**Vice President, Investor Relations**

**2000-2008**

**(2006 – 2008)**  
**(2000 – 2007).**

**Summary**

Senior level manager with over 25 years of domestic and international business experience with energy, environmental and business service companies. Proven operational, financial, relationship management experience. Profit and loss responsibilities for corporate subsidiary and entrepreneur operations. Strong communication skills demonstrated by successfully marketing companies to the investment community and growing existing clients. Well-respected team player known for utilizing a practical approach to problem solving.

**Areas of Expertise**

**Communications**

**Investor Relations/Public Relations**

- Operated the New York office for a Fortune 500 company providing all investor relations functions including conferencing, presentations, road shows, and all other analysts' contacts.
- Managed communication to investors assuring quick accurate information during activist shareholder movement and sale of company allowing for optimum value creation. Also controlled electronic war room for potential buyers. Initiated web casts of investor conference calls and developed web site, fact sheets and brochures significantly improving communications for investors,

**Relationship Management**

- Managed the relationship of two \$10 million per year clients. Relationship responsibilities included being the primary management escalation point for the client and the growth of revenue.
- Negotiated 3 year service contract improving operating environment and profitability of existing client

**Operations**

- Managed operations for transportation of North Sea crude oil and natural gas liquids for an eight-company consortium of production owners. Negotiated multi-million dollar shipping arrangements to move crude oil, natural gas liquids and refined products throughout Europe and Africa.
- Directed crude oil and naphtha feedstock supplies to three U.S. refineries including deciding most economical feedstock and best shipping arrangements.
- Managed a fuel distribution company with operations in a five state area. During tenure, increased revenues by 15% per year through organic growth and the acquisition of two companies and the formation of a joint venture with a third company.
- Negotiated the exclusive rights for worldwide distribution of oil spill cleanup products and established a company to market and distribute the products building the company to \$2 million in annual sales.