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IVINS CITY

Application for City Council Mid-Term Vacancy Seat
Term will expire December 31, 2023

Application Deadline: 5:00 p.m. Thursday, January 27, 2022

APPLICANT INFORMATION:

Name: SHARON M GILLESPIE

Address: 575 E RIDGECREST CIRCLE IVINS UT 84738
Street City State Zip Code

Telephone Number: 206-406-0505

Email Address: smgillespie1@gmail.com

QUALIFICATIONS:

I certify that I meet the following Qualifications:

I am a Citizen of the United States.	☒ Yes	☐ No
I am a registered voter in Ivins City.	☒ Yes	☐ No
I have been a resident of Ivins City for the previous twelve (12) months.	☒ Yes	☐ No
I have not been convicted of a felony that has not been expunged or I meet the requirements of Utah Code §20A-2-101.5	☒ Yes	☐ No

All answers above must be "Yes" to qualify.

CERTIFICATION OF APPLICANT:

PLEASE READ THE FOLLOWING PARAGRAPH CAREFULLY BEFORE SIGNING.

I certify that all statements made in this application are true and complete. I understand that any misrepresentation of material fact in this document, or during an interview, may subject me to disqualification.

I understand that information provided on this application is a public record and I authorize Ivins City to release the information contained herein.

Sharon M Gillespie
Applicant's Signature

Date 1/27/2022

All applicants shall submit with this application, a resume and a brief one (1) page written statement explaining why they are interested in serving on the City Council, and any prior involvement in City or community organizations or activities. Submit this information to Kari Jimenez, Ivins City Recorder at 85 North Main Street, Ivins, Utah or via email to kjimenez@ivins.com

Mission Statement of Sharon M Gillespie for Ivins City Council

My husband Tim and I choose Ivins as our retirement "forever home" over five Years ago. We purposefully selected land in Ivins to live our dream. The beauty, recreational opportunities, safety/low crime, nighttime sky Initiative, cost of living were just some of the driving factors to choose Ivins. We remain grateful each day we made this choice. We will be residents for three years this April.

My passion to serve as an Ivins City Council Member are the factors listed above and the desire to help make Ivins the best it can be.

Serving as HOA President for over 2 years in The Palisades, has afforded me the opportunity to learn more about our community and interface with our city government.

I am certain one of the first questions that will come to mind by the committee is," *But you don't have any city or government experience?"*

What I have is over 40 years of business experience affording transferrable skills in areas of:

- Fiscal Decision Making
- Budget Management
- Understanding and Interpreting Codes and Statues
- Collaboration across all levels of organizations
- Strong listening, verbal and written communication skills
- Executive presence

These skills are transferable to a leadership role anywhere as occurred in my last four roles where I had no knowledge of the company, industry or business focus. My goal was to approach each with a strategy of quickly becoming a student and seeking first to understand. I have never shied from saying *I do not know but I will find out!*

I am equally certain that the committee will think/ask, *"But you haven't lived here your whole life, you didn't grow up here."*

I value the individuals that have lived here a long time. Their knowledge and history are important. We chose to live here and what I bring to the table should be viewed as a fresh perspective and approach to problem solving. Again, in my last four roles in the business world, I had not "grown" up in those companies but offered an intelligence and expertise in team building, collaboration and business acumen that led to success.

I was informed of this opportunity by a sitting Council person whom I have had conversations prior around my desire to "get more involved". The timing in an open seat being created seems fortuitous to that conversation.

I feel confident you will find my credentials sound and worth of consideration and look forward to serving and contributing to our community.

SHARON GILLESPIE

https://www.linkedin.com/in/sharongillespie (206) 406-0505 smgillespie1@gmail.com

Influencing Leadership · Business Expertise · Culture Architect

Through Influencing Leadership, I am a specialist in building/restructuring teams and processes for turnaround and optimizing to scale with results such as increasing results **50% Year over Year (YOY)** or turning around the performance of a team for **31% YOY** growth in **12** months. As a process optimizer I utilize business intelligence to create a strategy, where I have experience leading **forecast achievement(s) 10 of 12 years** and delivered the highest revenue to the company for the last 3 consecutive years. I Drive Revenue and value with proven excellence in attracting, hiring and coaching top performers which I then develop into **effective teams** which yields exceptional retention and consistently produces results in a minimum of **4 months**. I am a Cultural Architect and high-energy road warrior that articulates a compelling vision and then empowers and energizes the team toward it. The teams I have had the honor to lead state that they *will walk through walls for me* with testimonials of my inspirational leadership as a key ingredient and the difference in their desire to engage and **achieve exceptional ROI** for our stakeholders consistently.

- ***Executive Presence***
- ***Collaborative Relationships***
- ***Team Builder***
- ***Change Agent***
- ***Enterprise/Complex Sales***
- ***Trusted Advisor***

BAUSCH & LOMB **2016-Present**
Sr. Director

Bausch & Lomb is a 165-year-old company specializing in optics related primarily to vision care. Our mission is to help individuals see better and live better. We also provide the only contact lens recycling program in the U.S recycling over 44 million/ 263 million pounds of lenses and packaging. Sr. Business Director managing a team of 10 with revenues of $25M+

- 2016 - **#1 Region + #1 rep** in the country + **3 Presidents Club** Winners
- 2018 - **Region of the Year + Presidents Club** (1/20 Regions) + **3 Presidents Club** Winners
- 2020 - **Region of the Year + Presidents Club** + Highest Revenue Producer of 20 regions + **2 Presidents Club** Winners, +**2 Sales Excellence** Winners

LIMEADE **2015-2016**
National Director

Limeade is a technology company that delivers an employee engagement platform to Fortune 1000 companies via Subscription as Service (SaaS) model. We inspire people and companies to improve their health, well-being and performance. Position created to drive sales execution through the next phase of growth. Included evolving, creating and implementing the systems and processes to ensure a truly scalable and successful sales team in an emerging market.

- Closed and negotiated contracts with name brands: **Brinker, Brookdale Sr. Living, Honda, Stryker, Express Scripts, Dr Pepper/Snapple, Leidos, Level 3 Communications, Clean Harbors, Allina Health** managing 9-12 month sales cycle.
- Optimized a stronger, repeatable process for RFP and contracting to improve win rate, increase revenue and connect seamlessly with adjacent groups.
- Created streamlined workflow and sales processes for improved efficiency, metrics and scale.

A PLACE FOR MOM **2012-2014**
Vice President

APFM is the nation's largest Senior Living Referral Company specializing in channel marketing and lead generation for senior living. Position created to execute turnaround of underperforming team to achieve profitable revenue growth. Performed needs assessment and implemented advancements across key performance indicators that required change, resulting in the achievement of revenue targets and beyond within **12** months.

- Built culture and process that led team to increase lead generation **31%** YOY and move revenue **16%** YOY and set course for repeatable performance 2014.
- Negotiated contracts with **HCA and Henry Ford** for exclusivity.
- Collaborated with L&D to improve and bring training program in house reducing external vendor cost of **$80K.**

ETHICON-ENDO SURGERY/DEVICOR MEDICAL/MAMMOTOME **2007-2012**
Regional Manager

Division of J&J helping to effectively diagnose and treat Breast Cancer with minimally invasive procedure. Managed **$8.3** million in revenue with **7-9** direct reports covering **15** states. Strengthened customer relations, created collaborative team and all aspects of recruiting, hiring and performance management.

- Forecast achievement 2007, 2008, 2009, 2011.
- Led teams to win at key systems: IHC, RadNet, RAS
- Created a loyal and engaging team to achieve 13 Individual Annual Forecast Achievement Awards, 2 Sales Excellence/President Club Awards, 2 Promotions to Sr. Reps status, 1 promotion to Executive Rep status, 2 Promotions to Field Sales Trainer, 2 Rep Area Leadership Awards

CARDINAL HEALTH **1999-2006**
National Director

Executive Leader, contributor and implementer of National strategy for team of **3** Directors, **22** District Managers and **150** Sales Representatives. Revenue of **$56** million and EBITA of **$6** million. Created and implemented sales and marketing strategy for startup and sustaining products to drive revenue.

- Executed turnaround of underperforming/non-profitable sales force to exceed sales goals and prepare for divestiture.
- Strategic planning and communication strategy generated change in sales force build out, expansion and reduction. Promoted to manage 7 District Managers and 80 Sales Representatives over 24 states.
- Developed and implemented Management Development Center providing for succession planning.

EDUCATION/TRAINING

BA- Communications, Bob Schieffer College of Communications, Texas Christian University, Fort Worth, Texas
Fortune Management Training, Manager and the Law, Women's Leadership, University of Washington Foster School of Business Women Board of Directors Program.