

DATE: January 3, 2017

TO: City Clerk

FROM: City Representative Cortney Niland

ADDRESS: 300 N. Campbell St. 2nd floor, El Paso, TX TELEPHONE 915-212-0008

Please place the following item on the (Check one): CONSENT XXX REGULAR _____

Agenda for the Council Meeting of January 10, 2017

Re-Appointment of James Schwitters to the Bond Overview Advisory Committee (BOAC) by

Item should read as follows: Representative Cortney Niland, District 8

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Bond Overview Advisory Committee (BOAC)

NOMINATED BY: Representative Cortney Niland DISTRICT: 8

NAME OF APPOINTEE James Schwitters
(Please verify correct spelling of name)

E-MAIL ADDRESS: _____

BUSINESS ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____ PHONE: _____

HOME ADDRESS: _____

CITY: _____ ST: _____ ZIP: _____ PHONE: _____

DOES THE PROPOSED APPOINTEE HAVE A RELATIVE WORKING FOR THE CITY? YES: X NO _____

IF SO, PLEASE PROVIDE HIS OR HER NAME, CITY POSITION AND RELATIONSHIP TO THE PROPOSED APPOINTEE:

PETER PACILLAS ,ASSISTANT TO THE POLICE CHIEF, COUSIN

HAS APPOINTEE BEEN A MEMBER OF OTHER CITY BOARDS/COMMISSIONS/COMMITTEES? IF SO, PLEASE PROVIDE NAMES AND DATES:

N/A

WHO WAS THE LAST PERSON TO HAVE HELD THIS POSITION BEFORE IT BECAME VACANT?

NAME OF INCUMBENT: James Schwitters

EXPIRATION DATE OF INCUMBENT: December 31, 2016

REASON PERSON IS NO LONGER IN OFFICE (CHECK ONE): TERM EXPIRED: X
RESIGNED _____
REMOVED _____

DATE OF APPOINTMENT: January 10, 2017

TERM BEGINS ON : January 1, 2017

EXPIRATION DATE OF NEW APPOINTEE: December 31, 2020

PLEASE CHECK ONE OF THE FOLLOWING: 1st TERM: X

2nd TERM: _____

UNEXPIRED TERM: _____

James W. Schwitters II

Objectives:

To continue a path of leadership and growth for my community.

Education:

December 2008

University of Texas at El Paso,

Bachelor of Multidisciplinary Studies

- Concentration in **Business** and **Social Studies**
- GPA 3.2/4.0
- Dean's List last 3 semesters

Employment:

November 2015 – Present

Boston Scientific El Paso, TX

Senior Sales Consultant

- Took over a territory that had no representation for two years
- Implemented sales strategies to put new products in 15 accounts
- First year growth % 175
- Hired and managed sales associates

November 2009 - Present

Stryker Orthopedics El Paso, TX

Sales Representative

- President's Club 2010-2014
- Grew business 1.4 million dollars over five years
- Established excellent relationships at every level of the hospital/clinic environment
- Responsible for **cold calling** on surgeons to convert business.
- Maintain existing business by providing **superior customer service and sales education.**

Sales History

- 2010 Growth %53 Quota % 119
- 2011 Growth %29 Quota % 112
- 2012 Growth % 10 Quota % 104
- 2013 Growth %24 Quota % 114
- 2014 Growth % 15 Quota % 105 *Bronze Club

May 2004 - November 2009

Geo Geske El Paso, TX

Food and Beverage Manager

- Over a four year period **increased annual sales by 25% each year**
- Observe and **evaluate** workers and work procedures in order to ensure quality standards and service.
- **Analyze** operational problems such as waste and theft, and establish procedures to alleviate problems.
- **Resolve** customer complaints regarding food service.
- Perform personnel actions such as hiring, firing, and performance evaluation..

Organizations:

Coronado Hills Neighborhood Association

- Current Vice President (Youngest ever elected).
- Elected for excellent neighborhood representation and development of new community properties.
- Recently had a park dedicated to me for my service to the community.

Women's Fund of El Paso

- In charge of staffing for annual fundraising event.
- Aid in calling on local business to donate goods to lower operation costs of event.
- Benefits battered women and children of the southwestern United States and Mexico.

Presidential Classroom

- Attended leadership and critical thinking retreats in order to better prepare myself for a career.
- Based out of Washington D.C, PC is one of the longest running leadership forums in the United States.

National Hispanic Institute

- Awarded best debater in the state of Texas.
- Attended several confidence and leadership building seminars.