

County Council of Howard County, Maryland

2015 Legislative Session

Legislative day # 12

RESOLUTION NO. 163 2015

Introduced by: Chairperson at the request of the County Executive

A RESOLUTION confirming the appointment of Robert F. Rossomondo to the Board of Social Services.

Introduced and read first time on November 2, 2015.

By order Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

Read for a second time and a public hearing held on November 16, 2015.

By order Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

Tabled December 7, 2015
This Resolution was read the third time and was Adopted Adopted with amendments __, Failed __, Withdrawn __ by the County Council
on January 4, 2015. 2016

Certified by Jessica Feldmark
Jessica Feldmark, Administrator to the County Council

NOTE: [[text in brackets]] indicates deletions from existing language; TEXT IN SMALL CAPITALS indicates additions to existing language. ~~Strike-out~~ indicates material deleted by amendment; Underlining indicates material added by amendment.

Feldmark, Jessica

From: Vannoy, James
Sent: Tuesday, January 05, 2016 12:10 PM
To: Feldmark, Jessica
Subject: Resolution 163-2015

Jessica –

Following up on our telephone discussion, my advice on Resolution 163-2015 is that the Council's inadvertent failure to vote on the motion to remove the Resolution from the table before voting to approve the Resolution does not affect the Resolution's validity.

Rule 1.014 (d) of the Council Rules of Procedure covers this situation:

Rule 1.014 - Rules, suspension and amendments.

* * *

(d) *Failure to Follow the Rules of Procedure.* A council action that is otherwise valid is not invalid because of the failure to follow these Rules of Procedure or the rules of parliamentary practice set forth in Robert's Rules of Order, Revised.

The motion, the second, and the vote to approve Resolution 63-2015 were all made in a valid manner by the Council, and the Council previously held the public hearing on the Resolution as required by Section 209 (c) of the Charter – therefore all the other procedural requirements that apply to the Resolution have been met and its approval was “otherwise valid” under Rule 1.014 (d). That being the case, Rule 1.014 (d) controls and Resolution 63-2015 has been validly approved.

If you have any questions, please let me know.

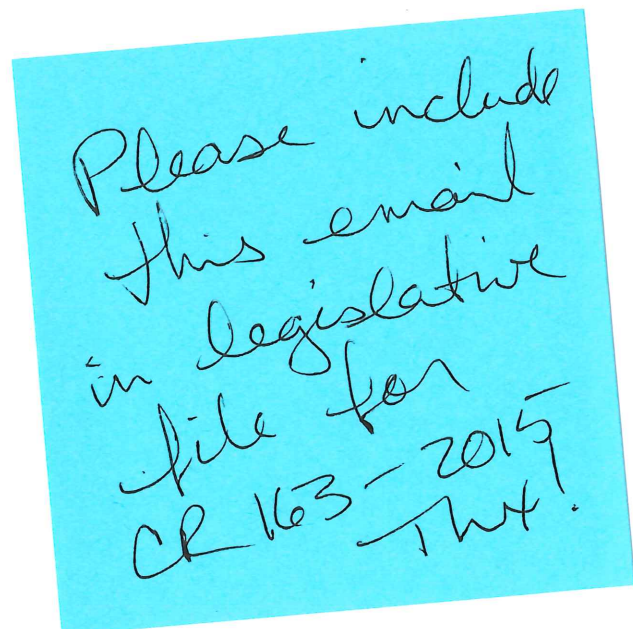
Thanks,

Jim

Jim Vannoy

Senior Assistant County Solicitor
Howard County Office of Law
3450 Court House Drive
Ellicott City, MD 21043

410.313.3081



Please include
this email
in legislative
file for
CR 163-2015
-TW4!

Capabilities Statement of Robert F. Rossomondo

bob.rossomondo@hibu.com

Executive Sales Management

Regional VP – Sales / General Sales Manager/ Regional Director/Regional Manager with 13 years of executive sales management experience. A proven success record in both print and internet advertising mediums. Responsible for managing and growing over \$ 100M in revenues for over ten years in a challenging, changing industry. Seen as an inspirational leader , strategic thinker and highly regarded sales manager, and sales, trainer. An award winning sales trainer with Yellowbook and Dale Carnegie Inc.

Relevant Capabilities & Experience

- Major Account Retention/Recapture
- Prospecting
- Search Engine Marketing (SEM)
- New Market Launches
- Succession Planning/Promotions
- Internet Yellow Pages
- Sales Forecasting/Strategic Planning
- Large Scale Rallies Planning/Addressing
- Identifying Revenue Opportunities
- Developing Compensation Plans
- Sales and Sales Management Coaching
- Business to Business Specialist
- Social Media Marketing
- Policy Development/Implementation/Management
- Start-up Operations/Create Infrastructure
- Budget Planning/Analysis/Forecasting
- Google Certified – SEMPO Certified
- Public Speaking
- Presentation Creation (M.S. PowerPoint, Word, Excel)
- Team Building & Creating Consensus
- Planning & Delivering Sales Training Programs
- Lead Generation

AWARDS

- 2011 President's Achievement Award (General Sales Manager), Yellowbook**
 - 2005 – 2010 President's Achievement Award (Regional Vice President), Yellowbook**
 - 2002 – 2004 President's Achievement Award (General Sales Manager), Yellowbook**
 - 2000 – 2001 President's Achievement Award (Regional Sales Manager), Yellowbook**
 - 1998 – 1999 President's Achievement Award (General Manager Sales Training & Recruiting), Yellowbook**
 - 1991 – 1996 Dale Carnegie Sales Course Awards**
 - 1991 and 1997 Most Valuable Associate Award, R H Donnelley Co.**
 - 1991 Sales Manager of the Year, R H Donnelley Co.**
 - 1986, 1988, 1989, 1990 Distinguished Sales Performance Award, R H Donnelley Co.**
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Professional Experience

hibu / YELLOWBOOK – King of Prussia, Pennsylvania - February 1985 – Present

The largest and oldest Yellow Pages provider in the country and now a leading provider of digital marketing solutions for small and medium size businesses, hibu, formerly known as Yellowbook, was established in 1930 and operates in 48 states plus the District of Columbia, circulating 123 million print directories, hosting over 200,000 websites, serving 700,000 advertisers and \$ 850,000 in revenues. -hibu also conducts business in the United Kingdom, Spain and three Latin American nations.

Fast track promotion through a series of increasingly responsible leadership and senior sales/operations roles, driving significant organizational growth, competitive advantage, and bottom line profits. Research markets – aggressively penetrate new areas – and establish strategically located sales offices throughout the region.

General Sales Manager/ Regional Vice President/Regional Director/Regional Manager - September 2002 – Present

Promoted to lead sales teams located throughout Pennsylvania, Delaware, Maryland, Washington DC, Virginia and West Virginia (including major metro areas of Philadelphia, Pittsburgh, Baltimore and Washington DC). Full revenue responsibility for up to \$ 100M with up to seven Regional Sales Managers, 15 District Sales Managers and up to 150 sales reps. Established three new sales teams in markets in Pennsylvania, Maryland and Virginia.

Regional Sales Manager – Washington DC & Baltimore MD - September 1998 – September 2002

Leader of two 50+ rep sales teams in Washington DC (1998-2000) and Baltimore (2000-2002). Responsible for sales plans, deployment, recruiting, training, forecasting, administration. Opened up three new markets in Frederick, Md., Howard County, Md., and Harford County, Md.

General Manager, Sales Planning and Recruiting - Mid Atlantic Area- March 1997 – September 1998

Responsible for all sales and management training and recruiting. Managed a staff of trainers and recruiters. Devised interviewing strategies and outlines. Conducted sales training classes for new and current reps and management training seminars.

District Sales Manager - Washington DC & Baltimore MD - October 1989 – March 1997

Led sales teams of 9 to 15 reps and revenues between \$ 5 and \$ 10M. Included renewal and increase of current clients and the acquisition of new clients.

Account Executive - Washington DC Area – Atlanta GA – Texas - February 1985 – October 1989

Business to business sales of directive advertising in consumer and government classified directories. Also responsible for B-to-B sales for a government procurement directory in DC, Baltimore, GA & TX.

DALE CARNEGIE & ASSOCIATES

Dale Carnegie Sales Course Instructor - September 1989 – January 1997

After completing the Dale Carnegie Sales Course in Summer 1988, I was asked to assist the instructors. Within six months I was invited to become certified as an instructor and in September 1989 instructed my first class. Using the Dale Carnegie sales system I conducted classes of 40 to 50 students over a 13 week period.

MONTGOMERY SENTINEL

Classified Advertising Sales Manager - April 1984 – February 1985

Real Estate Advertising Sales Specialist - June 1983 – April 1984

Automotive Advertising Sales Specialist - December 1982 – June 1983

MONTGOMERY COUNTY GOVERNMENT

Sign Review Board member – June 1983 – January 1990

EDUCATION

**American University – Washington DC
M.S. in Public Relations & Advertising
1978 - 1981**

**University of Maryland – College Park, MD
B.S. in Government & Politics
1973 – 1978**

PERSONAL

**Born in Washington DC
Raised in Montgomery County MD
Howard County resident 1990-97, 1999-Present**

**Married 30 Years to Lisa Rossomondo
Four Children – Natalie (27), John (25), Christina (22), Allison (16)**

**Eagle Scout 1971
President, Delta Phi Chapter of Sigma Nu, University of Maryland 1976-77
Omicron Delta Kappa Leadership Honorary, University of Maryland 1981**