

11 September 2009
City of Menasha; Common Council, Residents
140 Main Street
Menasha, Wisconsin 54952

Dear Council Members and Residents of the City of Menasha,

I have prepared this letter to help you understand why I am applying for the Aldermanic Seat for District 1 in Menasha. I knew, when Jason Pamerter moved residence outside of Menasha, the position was being vacated. And, after speaking with Jason in-person, I was motivated by his perspective towards public service and his outlook for District 1 with regard to the positive changes to our downtown and our community as whole.

I recently secured **jdog** Studios photography services for Seton's youth football team of which I am the Program Coordinator and a coach. I have been volunteering for Seton's football team as a coach for nine consecutive seasons. Because I am a former player for this team, and because I am dedicated to volunteer programs, I felt it necessary to step-up and work diligently to try to fill the void left behind when the former coordinator passed away. It has not been easy. But, the value of the reward of continuing a long-standing, proud tradition guiding future leaders in our community is well worth the countless hours. I have dedicated this 'season' of my life to improving and continuing this program.

In addition, in October 2008 it was brought to my attention that I could further my ambitions to become more involved on a volunteer basis within my community by pursuing a vacancy with the Neenah-Menasha Joint Fire Commission. With the grace of this very Common Council, our Mayor and encouragement from Chief Len Vander Wyst, I was appointed to the Commission which continues to be a rewarding source of public service. My father was a volunteer fire fighter for most of his working life, and I enjoyed that aspect of camaraderie and dedication towards helping others.

These life experiences, among others, have provided personal guidance and attributed to my perspective of how an ordinary resident, employee, father, and husband can expound, share, encourage, and influence others in a positive, progressive manner hopefully encouraging others to approach life through perspectives of others. My future goals are inclusive of continuing to watch my children excel through school and continue to enjoy life and residence on Doty Island.

I approach life like this; first I listen and when facing any situation, I contemplate on how I can help to improve or make better whether the situation is complicated or simple. I promote equality for all people and encourage people around me to promote tolerance and collaboration with a strong focus on listening to others first. Not that District 1 needs improvement, but more importantly, there are likely many perspectives in District 1 with regard to future direction, consideration of history and tradition, welcoming changes that benefit the community as a whole, and continuing the good things in our community that continue to bring us together. Thank you for reviewing my resume as well.

Sincerely,



Jason C. Dionne

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CITY OF MENASHA
BY dg

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Organizational Leadership and Management

Profile

Public and Private business affects and influences much of what people do everyday. A creative, visionary and focused business professional can impact business affairs benefiting finance, efficiency and morale providing solutions for growth. From supporting University instructors, to landscape installation, to business management, my experience as a business professional has accumulated throughout my employment history and those are the goals for which I strive. As you review my current tenure, take into consideration my experiences throughout my employment and undergraduate to graduate studies as it all has influenced and continues to influence my daily decisions to help encourage staff achieve both professional and personal goals subsequently growing and expanding my professional and personal ambitions.

Personnel Management: Directly manage four Route Sales Representatives (RSR) and a District Manager In-Training servicing more than 100 customers with combined annual revenues of more than \$3,000,000.

Account Management: Manage all components of customer accounts including sales, proposals, contract negotiations, quality control, logistic route adjustments, account installation, supply chain and inventory management using wireless technology, assessments of Market Center and account P&L, assessments of sales and credit analysis, oversight of account's receivables, and any subsequent account adjustment to maximize revenue, retention and create cost-effective solutions for customers. Effective account management is also dependent upon understanding local and global business climates and subsequent flexibility to change.

Professional Experience

ARAMARK

1999-Present

Uniform Services, AUS (2002-Present)

- Currently hold positions of District Manager and New Business Installation Coordinator.
- In addition to the above, I previously held Fleet Manager for two consecutive years.
- Applying AUS guiding principles, I must strive to exceed requirements of sales, retention and growth while closely monitoring account receivables and coordinating acquisitions and installations of new accounts.
- The effectiveness of such principles is dependent upon the success of an educated, experienced, compassionate, and motivated staff that applies the same customer-based principles to employees alike. District Management is a critical role as it provides employees the resources and education to successfully implement AUS objectives while fostering account ownership and responsibility.
- In order to do so, I must directly and actively impact all components of customer accounts and bridge our personnel by sustaining and focusing on long-term objectives and building professional business relationships. District Management is responsible for human resource management, hiring, and termination.
- Components of customer accounts are inclusive of sales and contract negotiations and servicing to agreed terms, improving and supporting open communication and assisting with transitions for customers to assure satisfaction and minimized disruption.

Professional Experience, Continued

AUS Continued

- As an RSR, grew route sales approximately 2400% over the course of four years by monitoring an active customer registry, taking advantage of changes within markets to ensure a strong market position while building a wide customer base through sales and acquisitions.
- As an RSR, expanded route volume over 170% over the course of four years by acquiring new business, expanding existing customers, and consistently retaining more than 95% of total customer base.

ARAMARK Refreshment Services (1999-2002)

- Promoted from a route representative to an Account Manager approximately one year after hire.
- Account manager position consists of employee management (union and non-union), customer account management, production, and quality control measures of product and services.
- Consistently met managerial goals to attain maximum bonus requirements by adhering to organizational and account manager objectives.
- Conducted product sampling, promotions, and surveys.
- Performed product use and waste analysis and made subsequent adjustments.
- Conducted candidate interviewing, hiring, training and quarterly performance reviews.
- Organized customer appreciation events.
- Monitored customer accounts to ensure aesthetics, product and service quality, and profits.

Vande Hey's Landscape Center, Inc. (1996-1999)

- As a foreperson, led multiple crews of various individuals creating varieties outdoor living scenarios for one of Wisconsin's premier landscaping companies.
- Works included seeding and plantings, hardscape construction such as paver patios, lumber and synthetic decks and various retaining wall systems, and assisting pond installations.
- Worked with architects, sales staff, management and customers exceeding expectations.

Education

M.B.A., University of Phoenix; Appleton, Wisconsin Campuses, 2006

B.A., Fine Art, University of Wisconsin Platteville, 1994

Professional Awards and Achievements

- Accepted position as a Commissioner with the Neenah-Menasha Fire Rescue, Oct.2008-present.
- Received formal managerial training at AUS Corporate Office in Burbank California (2007) and at our Group Corporate offices for District Manager University (2008).
- 1st Place, RSR All Around Performance, Northern Territories 2006; AUS, Appleton, Wisconsin.
- Top Route Sales Representative Achieved 2005; AUS, Appleton, Wisconsin.
- Received formal recognition as a leader of the all-volunteer coaching staff of Seton Catholic Middle School (nine seasons) football team. Accepted position as Program Coordinator in 2007, which includes active fundraising and securing program supporters within the community.
- Received three consecutive recognition awards by my peers with Vande Hey Company, Inc. as a leader of projects.
- Employed by the University of Wisconsin, Platteville as a Resident Assistant for two consecutive years.
- Employed by the University of Wisconsin, Platteville as a Lab Assistant to aid faculty and students with course curriculum and materials for two consecutive years.