



Board of Alderman Request for Action

MEETING DATE: 11/16/2021

DEPARTMENT: Administration

AGENDA ITEM: Appointment of Economic Development Committee Member

REQUESTED BOARD ACTION:

Motion to approve the nomination of Karic Brown to the Economic Development Committee.

SUMMARY:

The Board of Aldermen appoints members to the Economic Development Committee. This appointment replaces a vacant position with applicant Karic Brown. Committee Chair Alicia Neth and Assistant City Administrator Anna Mitchell interviewed Mr. Brown and recommend appointment. His experience in realty will be of great value to the Economic Development Committee.

The appointment of this term expires in October of 2024.

PREVIOUS ACTION:

N/A

POLICY ISSUE:

Section 155.020 of the Code of Ordinances requires the Board of Aldermen to appoint representative to the Economic Development Committee.

FINANCIAL CONSIDERATIONS:

None

ATTACHMENTS:

- | | |
|---|-----------------------------------|
| <input type="checkbox"/> Ordinance | <input type="checkbox"/> Contract |
| <input type="checkbox"/> Resolution | <input type="checkbox"/> Plans |
| <input type="checkbox"/> Staff Report | <input type="checkbox"/> Minutes |
| <input checked="" type="checkbox"/> Other: Resume | |

KARIC BROWN

315 NE 194th Terr, Smithville, Missouri 64089 | H: 816-800-1492 | brownkaric@yahoo.com

SUMMARY

Customer-oriented Sales Professional with a strong history of leading high-performance teams to meet or exceed objectives, as well as setting and exceeding individual sales goals. Dedicated and hardworking with internal drive to deliver excellence. Results-oriented with almost 20 years in Sales.

SKILLS

- Customer outreach
- Excel at Social Media Marketing and Promotions
- Driving business growth
- Excel in Customer Service and Retention
- Vendor relations
- Proficient in Microsoft Office and other necessary computer systems
- Client management

EXPERIENCE

02/2019 to Current

Real Estate Agent

Reece And Nichols Realtors Inc. — Leawood, KS

- Promoted property sales through advertisements, open houses and participation in multiple listing services.
- Created and maintained large client base by meeting needs and delivering exceptional customer service.
- Advised prospective clients on current market activities.
- Actively follow-up with prospects and hot leads.
- Generated lists of for-sale properties.
- Negotiated, facilitated and managed real estate transactions.

12/2014 to Current

Direct Sales Team Leader

Le-Vel Thrive Experience — Kansas City, Missouri

- Devised, implemented and managed promotions to enhance store profits and drive customer engagement.
- Achieved sales goals and business objectives by motivating staff and promoting Thrive.
- Connected with customers daily to understand needs, provide assistance and collect feedback to optimize growth and sales.
- Implemented promotions and created strategic plans, realizing sales revenue increase of over \$300,000 a month.
- Guided and supported 1400 team promoters to consistently achieve team and personal goals.

09/2013 to 08/2014

Used Car Director

Legends Toyota — Kansas City, Kansas

- Maintained quality of stock and oversaw timely reconditioning to promote quick turnarounds.
- Reduced Pre Owned Inventory from 360 days in stock average to 45 days in order to reduce profit loss from aging units

- Worked weekly with local newspapers and radio stations to create aggressive advertising campaigns and showcase changing inventory.
- Identified business prospects through cold calling, networking, marketing and database leads.
- Responsible for all monthly sales and inventory reporting including representation at yearly 20 group meetings in Omaha NE

01/2011 to 05/2013

General Sales Manager

Kelly Grimsley Auto Group — Odessa, TX

- Achieved dealership growth by advising the general manager on short and long-range advertising plans, sales promotions, staffing needs and lease promotions.
- Followed up with existing customers to generate new prospective buyers through referrals.
- Obtained financing for customers working directly with over a dozen local and national Auto Lenders
- Evaluated all trade in vehicles to ensure valuation was in line with current market.
- Maintained department profitability while controlling expenses and ensuring customer satisfaction.

03/2009 to 11/2010

Finance Director

Rusty Eck Ford — Wichita, KS

- Reviewed Automotive Loan applications against established parameters to determine approval, rejection or modification requirements.
- Submitted and rehashed deals with local and national lenders to attain loan acceptable to our customers
- Provided multiple packages regarding the protection of both the loan and vehicle including Life and Disability insurance and Brand Extended Service Plans
- Earned Top Gun Award at EFG Companies Financial Consulting and Ethics Certification

04/2007 to 02/2009

Financial Advisor

Edward Jones — Saint Louis, MO

- Analyzed investment materials to develop financial techniques to fulfill customer needs and predict favorable investments.
- Counseled clients on financial matters and provide recommendations investment opportunities, products, and services based on client needs and asset availability.
- Profiled and analyzed investment products to devise financial strategies meeting client financial needs and to forecast opportunities with highest return on investments.
- Worked directly with Home Office to ensure investments presented accurately portrayed client needs and expectations
- Promoted business to increase customer base and grow revenue.
- Coordinated with local organizations to provide specialized support to diverse populations with unique needs.
- Identified client financial goals and risk tolerance to recommend Investment and Insurance products.
- Assisted clients with planning for and funding retirements using mutual

funds and other strategies.

- Cultivated and expanded financial planning relationships with customers through loyal and dedicated service.

06/2001 to 03/2007

Sales Manager

Davis-Moore Dodge, Chrysler, Ram, Jeep — Wichita, KS

- Ordered Chrysler Inventory with accuracy by verifying trends and maintaining healthy current inventory average.
- Conducted job interviews, led employee performance evaluations with constructive feedback and rewarded top sales performers to attract and retain top-quality personnel.
- Planned and updated work schedules for optimal coverage of expected business needs.
- Enhanced sales by implementing merchandising and promotional improvements.
- Oversaw Chrysler Promotions including Retroactive Bonuses, Sales Goals, Financing Goals, and Inventory Bonus Structure.

EDUCATION AND TRAINING

Buhler High School — Buhler, KS

Business

Hutchinson Community College — Hutchinson, KS

Series 7 And Series 63: Finance

New York Stock Exchange — New York, NY

Certified Life And Health Insurance

State of Kansas — Wichita, KS

Missouri Real Estate License And REALTOR Cert.: Real Estate

Heartland MLS — Overland Park Kansas