



CITY OF NEWBURYPORT
OFFICE OF THE MAYOR
SEAN R. REARDON, MAYOR

60 PLEASANT STREET - P.O. BOX 550
NEWBURYPORT, MA 01950
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NEWBURYPORT, MA
2022 APR 19 AM 8:23

To: President and Members of the City Council
From: Sean R. Reardon, Mayor
Date: April 25, 2022
Subject: Appointment

I hereby appoint, subject to your approval, the following named individual as a member of the Water/Sewer Commission. This term will expire April 30, 2024.

Daniel A. Simon
11 Jackson Street
Newburyport, MA 01950

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March 14, 2022

Christine Jackson
Executive Assistant to the Mayor
Mayor's Office
City Hall
60 Pleasant Street
Newburyport, MA 01950

Dear Christine,

I am interested in the city commissions and seeking to be a volunteer for the Water/Sewer Commission and the Newburyport Trees Commission. Here is my resume with details of my expertise and experiences.

I am most interested to serve on the Water/Sewer Commission. I think I can use my skills best for this commission. If I am not chosen for the Water/Sewer Commission, I want to volunteer for the Newburyport Trees Commission.

I am a 33-year resident of Newburyport and recently retired from professional life. I want to give back to the community and use my expertise for community benefit. I am very interested and excited for the opportunity to serve on the commissions.

Please submit my resume to the mayor and appropriate commissions leaders. I look forward to hearing whether I am selected to serve on the commissions.

Sincerely,

Daniel A. Simon

DANIEL A. SIMON

11 Jackson Street
Newburyport, MA 01950

978-494-3651
dasimon978@gmail.com

EXPERTISE

40-year career in industry, commercial, and governmental leadership. Consulting services and customer services expertise with successful history in business operations, budgets, policies and procedures.

- Water and wastewater operator, previous certifications
- Management level experience for large city municipal water treatment facility
- Operations and policy development manager for industrial wastewater and pollution controls
- Environmental compliance director for industrial companies
- Industry consulting services and customer services expertise for communication, customer satisfaction, and business success
- Teams management for consulting service and customer service product development, marketing and sales

PROFESSIONAL EXPERIENCE

Applied Materials / Varian Semiconductor **Global Services Director**

Gloucester, MA
Jan 2007 – March 2021

Led global teams for semiconductor equipment customer services and consulting services business growth

- Developed customer services and consulting services business Annual Operations Plan tied to company growth strategy and budgets
- Implemented policies and plans to meet \$350 million per year revenue and profit goals
- Drove all customer deals and final pricing in customer negotiations
- Developed and managed internal business systems, data systems, pricing programs, and deal making analytics

Axcelis Technologies, Inc. **Global Services Senior Product Manager**

Beverly, MA
May 2004 – December 2006

Managed team for services marketing strategy, product positioning, pricing, and communications development. Directed business operations for service delivery to meet services product objectives.

EMC Corporation (now Dell Technologies) **Global Services – Marketing Manager**

Hopkinton, MA
May 1999 – October 2003

Led Information Technology consulting services product marketing programs.

The BTI Consulting Group **Senior Manager Consultant Services**

Boston, MA
October 1998 – May 1999

Led environmental consulting services market analysis and delivered presentations at large customer industry events.

DANIEL A. SIMON

978 -494-3651

Digital Equipment Corporation

Environmental Compliance Manager / Chemical Processes Manager

Maynard, MA

Sept 1987 – Sept 1998

Led programs for wastewater and air emissions controls and ultrapure water treatment. Environmental compliance manager for worldwide operations.

- Led teams for pollution control operations, policies and procedures
- Led advanced analytical laboratory operations to assure compliance
- Provided environmental expertise to worldwide manufacturing operations and audited compliance to regulations

GCI, Inc. and Circuits, DMA

Chemical Process Engineering Manager

Ft. Wayne, IN and Livonia, MI

June 1982 – August 1987

Chemical process engineering manager for printed circuit boards manufacturing.

- Responsible for all chemical operations and analytical laboratory to assure quality manufacture of circuit boards products
- Responsible for all wastewater and air emissions controls operations and regulatory compliance

City of Fort Wayne Water Treatment Utilities

Analytical Chemist

Ft. Wayne, IN

June 1981 – July 1982

Analytical laboratory and water treatment chemical controls manager to assure clean drinking water to city of 300,000.

- Developed and performed lab procedures for chemical and bacteriological analysis to assure compliance to clean drinking water standards.
- Member of management team for operations controls and on management track to become utility director.

ACADEMICS

Boston University Graduate School of Management

Master of Business Administration - Honors Graduate in Marketing

Boston, MA

May, 1995

Indiana University School of Arts and Sciences

Bachelor of Chemistry and Environmental Science

Bloomington, IN

May, 1981

PERSONAL

- Newburyport resident for 33 years with two children successfully graduating from the Newburyport School System
- Great desire to give back to the community
- Cub scout leader 1990s
- Newburyport Youth Services ski club chaperon for 7 years
- Participating in all the great recreational activities available in Newburyport area