



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

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To: President and Members of the City Council
From: Sean R. Reardon, Mayor
Date: January 8, 2024
Subject: Appointment

I hereby appoint, subject to your approval, the following named individual as a member of the Newburyport Waterfront Trust. This term will expire on February 15, 2026.

Kimberly Emmons
9 Doe Run Drive
Newburyport, MA 01950

A handwritten signature in black ink, appearing to read 'S. R. Reardon'.

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NEWBURYPORT, MA
2024 JAN - 2 A 11: 25

KIMBERLY EMMONS

Boston, MA

Ksloan01@gmail.com 978-476-1046

Account Management | Sales Leader | Launching Unknown Brands

Contract Negotiation

Exceeding Quota

Managing Remote Teams

Merger & Acquisition

Emerging Technology Training

Business Development

Industries : Emerging Technologies, Telecommunications

Degree : BA, Business and Communications, Baldwin-Wallace College

PROFESSIONAL EXPERIENCE

Regional Sales Manager, Samsung, North East

(2016 – current)

Launched Wayfair.com as a premier partner of Samsung Digital Appliances. Negotiated with BJ's Warehouse to launch test cities to sell premium products.

- Manage comprehensive sales process and generated incremental sales revenue to exceed budget by developing and utilizing targeted programs. Managed the daily flow/exchange of information between the customer and multiple marketing teams in order to determine appropriate pricing/placement. Developed and maintained long term business relationships.
- Conceptualized and developed original/customized program for newly launched channels to maximize revenue and profit.

Area Sales Manager, HTC, East Coast

(2012 – 2015)

Regional Sales Manager, HTC, Northeast Territory

(2006 – 2012)

Launched unknown "HTC Brand" and product within Verizon and Sprint by tenaciously pursuing decision makers, aligning goals and creating opportunities to ensure that HTC was top of mind within Enterprise, Small Business, Indirect, COR and Marketing channels.

- Solved lack of supply issue by closing non-traditional points of distribution.
- First to establish exclusive product trainings by coordinating efforts with various levels of internal and external organizations. Sold trainings by developing partner solutions.
- Acted as subject matter expert for HTC products, operating systems, and relevant 3rd party applications to be able to deliver a complete evaluation to clients.
- Accelerated sell-through and overcame objectives in a highly competitive environment by creating solutions and a need for HTC.
- Managed multiple accounts which included Verizon, T-Mobile, Sprint, Circuit City and TELUS.
- Sales Person of the Year 2008, 2010 and Sales Leader Q1 – Q2 2010

Senior Manager - Strategic Partner, Sprint, Boston, MA

(2003 – 2006)

Lead the East and Midwest Indirect Sales Channel. Promoted to the Affiliate Integration team. Emphasis included, developing sales strategies with senior staff, marketing and promotional implementation, sales manager training and relationship building.

- Integrated multi-billion dollar acquisitions into Sprint's organization by leading the indirect sales strategy. Approach included contract conversion, compensation analysis, process solutions, organizational alignment and working with various functional senior leaders to ensure inclusion into Sprint's culture.

Senior Manager - Strategic Partner, Sprint, Boston, MA (cont') (2003 – 2006)

- Viewed as a partner during Franchise litigation and was able to ensure targets were met while growing their business.
- Formulated strategic sales and business development plans with Affiliates which resulted in attainments of corporate performance goals.
- Improved Affiliate/Sprint relationship at all levels through consistent contact, issue resolution and involvement in sales activities during litigation

Regional Indirect Sales Manager, Sprint, Chicago, IL (2000 – 2003)

Implemented quarterly sales strategies to indirect sales makers and took responsibility for execution. As an interface between field personnel and corporate developers, areas of opportunities were corrected by developing process improvements. Simultaneously maintained relationships at key National Retailers to establish, nurture, and maintain strong working relationships at all levels.

- Oversaw Indirect Managers and guided them in maintaining relationships with over 900 retail partners
- Consulted newly hired Indirect Managers on operational activities, relationship management and initiated Merchandising Sales Manager training
- Achieved over 110% of Region quota for 2001, 2002 and 2003

Indirect Account Executive, Sprint, Cleveland, OH (1998 - 2000)

Identified new points of distribution as well as maintained relationships with National Distributors which resulted in a successful market entry strategy into Cleveland, OH. Assisted distributors in the development of sales strategies, incentive programs, product mix, promotions, and effective use of co-op advertising funds.

- Developed distribution channel strategy that increased sales by over 300% within two months
- Continuously managed dealer distribution to ensure market share and profitable results
- Executed and maintained distribution agreements and compensation plans

AWARDS

HTC Sales Leader Q1 – Q2 2010, HTC Salesperson of the Year 2010 & 2008, Strategic Planning Award 2005, Fast Growth Award 2005, Regional Employee Recognition 2003 & 2002, Sprint PCS Team Player, Sprint PCS Sales Achievement Award 125% of quota 2000