

To: Matt Cherry, President and Members of City Council

From: Wade Kapszukiewicz, Mayor

Subject: Appointments to the LMHA

7/24/2018

I Recommend the Following Re-appointment to LMHA

New Appointee	Appointee Replaced	Proposed Term of Office	Section 61 waiver as a special engagement	Reserved / Type	Slot	Recommended by (if applicable)	Attendance Record	Resume attached
Alisha Grant GANT	Reappointment	5 years, until 7/31/2023	No YES			Demetria Simpson		Yes

Wade Kapszukiewicz

Wade Kapszukiewicz
Mayor

ALISHA M. GANT

2431 HEATHERGLEN DRIVE, MAUMEE, OHIO 43537
PHONE 419-360-0875 E-MAIL: AGANT2431@GMAIL.COM

PROFESSIONAL QUALIFICATIONS

A dynamic and driven Sales and Marketing Manager with a solid reputation in client development, product promotion, brand marketing and creative sales strategies. Results-oriented manager with broad and diversified experience in corporate strategy, finance, advertising and marketing with a consistent record of success in management of top-priority objectives with exceptional experience in B2B sales, brand marketing and leadership skills with verifiable results.

The Danberry Co., Realtors, Maumee, OH

Realtor

June 2014 – Present

- Act as an intermediary in negotiations between buyers and sellers, generally representing one or the other.
- Prepare documents such as representation contracts, purchase agreements, closing statements, deeds and leases.
- Advise clients on market conditions, prices, mortgages, legal requirements and related matters.
- Promote sales of properties through advertisements, open houses, and participation in multiple listing services.
- Accompany buyers during visits to and inspections of property, advising them on the suitability and value of the homes they are visiting.

Worldpay U.S.

Account Executive

June 2014-May 2018

- Manage prospecting activity within assigned geographic region.
- Record daily activity and merchant, advisors or partner prospects in Salesforce.
- Generate new deals through face to face merchant calls and partner development.
- Ensure new sales acquired contribute positively to the overall net income and within established guidelines of the organization
- Develop new business, respond to leads from other business partners and refer prospects for cross sell opportunities to other lines of business.
- Lead and develop an account strategy using client's growth plans, budget and project timelines.
- Insure proactive accountability to the client leading to enhanced client experience and retention. Be able to elevate and bring to closure client issues quickly and effectively with a sense of urgency.
- Install merchant equipment.
- Coordinate property closings, overseeing signing of documents and disbursement of funds.

Rent Path (Apartment Guide), Maumee, OH

Market Sales Manager

January 2003 – May 2014

- Actively sale, market, service and renew accounts for specified account base, oversee entire publication including copy and artwork and digital and social media.
- Executed all brand Internet Listings and marketing with quality and consistency in-line with company guidelines.
- Planned and launched new products which included the creation of marketing plans, cost analysis, and sales territories, manuals and presentation materials.
- Responsible for hiring and training market personnel, conduct annual evaluations and periodic staff reviews, motivating and on-going development of staff.
- Responsible for the development and adherence to market budgets, market goals, daily administrative functions and executing trade shows.
- Monitor and oversee the production of the Apartment Guide Publication, Apartmentguide.com and Rentals.com to ensure deadlines are met and to implement appropriate cost controls and increase revenue growth. Monitor market data and revenue.
- Oversee all collection of monies to ensure good collection procedures and percentages to minimize market write-offs.

EDUCATION

Hondros College of Business, Maumee, OH – Real Estate Salesperson, 2014

The University of Findlay, Findlay, OH - MBA Organizational Leadership, 2006

The University of Findlay, Findlay, OH – B.S. Business Management, 2004

PROFESSIONAL ORGANIZATIONS

Lucas County Metropolitan Housing Authority, Commissioner, March 2016-Present

The Girlfriends Incorporated, Toledo Chapter, 2015-Present

Toledo Board of Realtors, Realtor, 2014- Present

Mobile Meals of Toledo Volunteer, 2014-Present

National Apartment Association, Committee Council. 2013- 2015

Greater Toledo Apartment Association, President, 2011-2015

Ohio Apartment Association, Board of Directors, 2011-2015

Greater Toledo HBA, Board Member, 2008, 2011-2012-2015

Home Builders Association Sales and Marketing Council, President, 2009

REFERENCES AVAILABLE UPON REQUEST