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46 Groveland Street  
Buffalo, NY 14214  
April 14, 2011

Legislative Clerk Robert M. Graber  
92 Franklin Street, 4<sup>th</sup> floor  
Buffalo, NY 14202

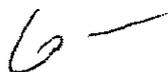
Re: Community Corrections Advisory Board

I would like to submit my name for consideration for appointment to the Advisory Board.

I currently run a Program that helps Single Mothers transform their lives and helps them become self-sufficient. Many of my clients have either been in the holding system or have children in the judicial system.

If you would like additional information, please contact me at 716-400-5752.

Sincerely,



Orlando Perez

# Orlando R Perez

## Experience

2008-2010 Skyview Learning Group Buffalo, NY

### Principal

- Running day to day operations for company that trains people on welfare to work in business paying a living wage
  - Manage curriculum development and delivery
  - Maintain and create new relationships with funding sources
  - Maintain and create new relationships with employers
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2004-2008 Reserve Corporation Buffalo, NY

### President

- Running day to day operations for a commercial brokerage
  - Recruited, trained and managed staff of Business Developmental Officers
  - Created strategic relationships with national lending firms as well as local private equity firms
  - Facilitated real estate and business loans with over 90 small to mid size businesses in the Western New York area
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2003-2004 Snyder Funding Williamsville, NY

### Loan Officer

- Arranged residential mortgages for Western New York's largest privately owned mortgage broker
  - Averaged 15 closed transaction per month, #1 in company amongst loan officers
  - Handled investor groups throughout Western New York to provide construction to permanent financing for investor portfolios
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## Orlando Perez

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2001-2003

Verizon Information Services

Amherst, NY

### Premise Account Executive

- Created directive and creative marketing campaigns utilizing a combination of print and electronic mediums
  - Managed over 200 assigned accounts in 11 upstate markets
  - Prospected for new business in all 11 upstate markets and on the Internet
  - Achieved sales quota club with 34% growth in 2001
  - Achieved number one in national sales ranker Q1 2002
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1999-2001

Mercury Communications

Buffalo, NY

### Marketing Consultant

- Designed and executed marketing programs for businesses in the Buffalo and Western New York region utilizing event marketing, radio advertising, and Internet promotions
  - Executed customer need analysis to uncover client's marketing challenges
  - Implemented solutions to client's key marketing challenges and collection of receivables
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1995-1999

Ingram Micro

Buffalo, NY

### Sales Account Executive

- Managed multi-million dollar territory consisting of strategic government and corporate accounts in the Northeast and Mid-Atlantic region
  - Increased market share by leveraging vendor programs and relationships
  - Achieved over 50% growth in two of Ingram Micro's top two hundred accounts
  - Promoted 4 times in four years from account support representative to account executive
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## Education

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1990-1994

Canisius College

Buffalo, NY

### B.A., Communication Studies

- Public Relations Student Society, Vice President
  - National Liaison, Spanish Club, Publicity Officer
  - Canisius College Student Lobbying Committee
  - NCAA Division I Soccer Player
  - Member, Multicultural Programs Office, Advisory Board
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## Interests

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- Buffalo Micro Parks Board
- Licensed Real Estate Broker
- Director, Buffalo Theatre of Youth
- Former Director, Community Action Organization of Erie County
- City of Buffalo, Mayors Citizens Planning Council (CPC)