

Attachment B

Jon Gilbert

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Fort Myers, FL 33908

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Profile

Highly Motivated business professional with a successful 17-year track record of profitable business ownership and partnerships. Talent for quickly mastering technology and trends. Flexible and versatile. Poised and competent with demonstrated abilities to thrive in deadline-driven environments. Excellent communication and team-building skills.

Skills Summary

Strategic Sales & Sales Support , Account Management, Business Development, Product & Industry research, Proposal / Analysis preparation, energy knowledge of Fuel Oil, Green Power, Emissions, Renewable Energy & Natural Gas.

Proficient in Microsoft Windows XP, Word, PowerPoint, Excel, MS Outlook.

Professional Experience

CCC TELECOMMUNICATIONS, INC – Fort Myers, Fl **May 1993 to 2008**
Partner/VP Sales & Marketing

TELECOMMUNICATION: DEREGULATION/NATIONAL NETWORK/TECHNOLOGY

- ◆ Designed & built one of the largest independently owned Long Distance Telecommunication companies in the United States.
- ◆ Managed the organizations ensuring full compliance with all deregulated agency requirements throughout the country. Fully Tariffed in all deregulated states.
- ◆ Design a large network of switches in New York, Miami and the Midwest to deliver and back haul traffic to most major carriers. (AT&T, MCI & SPRINT) for commercial businesses and residential customers throughout the nation.
- ◆ Built the entire infrastructure of our own billing center for over One Hundred Thousand clients using AS400's mainframe to bill commercial and residential clients in all deregulated markets.
- ◆ Contracted over 14,000 independent consultants throughout the country and designed commission software that integrated with all major carriers to accurately calculate residual commission.
- ◆ Mastered various computer/software programs in tenuous environment.
- ◆ Oversaw front-office operations and provided impeccable customer service.
- ◆ Built a large clientele base of business supported by over 30% referral businesses.

ORGANIZATION SKILLS

- ◆ The ability to oversee all aspects of day-to-day operations.
 - ◆ Facility rental/maintenance.
 - ◆ Scheduling for busy office averaging 50+ employees.
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AMERICA APPROVED ENERGY SERVICES – Fort Myers, FL **May 2009 to Present**
Partner/VP Sales & Marketing

INSOURCE POWER, INC. – National Sales Director **June 2008 to May 2009**

InSource Power is an energy broker serving most major deregulated energy markets. In my role, I was responsible for agent recruiting and training on a national level. Worked directly with my sales team in the education of each deregulated market. In nine months my team was responsible for over 200,000,000 annual kWh in production.

In May 2009, my two partners and myself left InSource Power to form America Approved Energy Services.

Education

UNIVERSITY SOUTHERN CALIFORNIA – Los Angeles, CA.
BS Electrical Engineering

EL CAMENO COLLEGE – Torrance, CA
Associate's Degree
GPA: 3.29/3.50

America Approved.com, LLC **Organizational Structure**

Jon Gilbert, President

Scott Turner, Secretary & Treasurer