

Rodolfo Sarinana

Contact

Tel : 469-274-7412

e-mail : rsarinana86@gmail.com

Address

48 Saint Germain St #1, Boston, MA 02116

Profile

Objective Currently hold the position of Vice President overseeing the operations for InSource Power. We are a well-established firm offering energy consulting services.

Availability N/A

Key Skills

Proficient with a vast array of programming technologies, including but not limited to:

Microsoft
Word

Microsoft
Excel (Formulas, Pivot Tables, Etc.)

Microsoft
Outlook

Microsoft
Powerpoint

Education

2004 to 2008 **Bachelor in Business Administration**
University of Texas at Arlington, Arlington, TX

2000 to 2004 **High School Diploma**
Townview Magnet Center, School of Business and Management, Dallas, TX

Work Experience

InSource Power Inc., Dallas, TX

Full-Time Job

Vice President - Operations

September 2008 to Present

- ✓ Managing the daily operations of accounting, sales, marketing, and tech support departments.
- ✓ Creating new marketing procedures to increase profit margins.
- ✓ Determine optimal profit margins for accounts with estimated earnings of \$5,000.00 or more by managing and team of (5) five pricing analysts for (5) five different business markets.
- ✓ Create and implement a marketing strategy for (5) five different business markets to reduce loss of profits due to competition and increase company revenue.

Stream Energy, Dallas, TX

Full-time job

Account Resolution Specialist/Trainer

November 2006 to September 2008

- ✓ Job duties included training, customer service supervision, and account operations. Main responsibilities involved the handling of numerous customer accounts which require in depth investigations (billing issues, transmission of incorrect data, IT Errors, etc.) using the companies individually designed account management system meeting weekly efficiency goals resulting in higher productivity for the company.

Citigroup, Irving, TX

Internship

Account Resolution Specialist

June to October, 2005

- ✓ Job Duties included working with a great list of clients whom needed aide on financial accounts. Accounts varied from banking, credit, and mortgages. Resolutions for customers were given in the form of payment plans, finance readjustments, etc. Assistance to customer's to avoid bankruptcy was the main goal.

Activities and Interests

Internet Learning to use website design software which has benefited current employer

Automobile Cars in general, sports cars, racing

Traveling France, England, Mexico, U.S.(NY, NC, TN, CA)

Languages

English (native)

Spanish (fluent)

Patrick Sella
226 Marlborough St #4
Boston, MA 02116
817-401-7840
patrick@insourcepower.com

OVERVIEW

An accomplished Chief Executive Office and Manager of Sales with expertise in developing energy industry sales division and operations. Proven ability to build new IT departments and establish a well-organized, productive business unit. Solid experience creating strategies and processes that enhance client services and improve delivery. Demonstrated success directing development of organizations during period of tremendous growth. Deep understanding of how technical implementations and business functions are impacted during organizational change. Possess diverse IT experience in big various situations. Strong managements and leadership skills, with ability to motivate professionals and maximize levels of productivity. Excellent communicator, with emphasis on building strong client relationships.

EXPERIENCE

CEO/ Founder 2007-Present
InSource Power Inc, Boston, MA

- Built organization and currently managing/ overseeing operations, sales, marketing, and provider relationships.
- Achieved production goals and increased company net worth which is now valued at \$27,000,000.

National Marketing Director 1990-2007
National Health Insurance Company, Dallas, TX

- Built and managed services organization to provide health insurance for small commercial entities. Managed, recruited, and trained over 400 consultants.
- Achieved production goals and was responsible for \$125,000,000 in single premium health insurance for company.

Self-Proprietor 1976-1990
Chain of Cosmetic Salons, Boston, MA

- Built and managed a chain of cosmetic salons over a span of 24 years.

QUALIFICATION HIGHLIGHTS

- Client Services
 - Operations Management
 - Account Management
 - Project Management
 - Process Improvement
 - Sales/ Marketing
 - Team/ Company Leadership
 - Training/ Mentoring
 - Relationship Development
-

Notice

Pursuant to the Notice of Administrative Law Judge's Ruling regarding InSource Power Inc.'s Application for Licensure of Agents, this notice is being service to the following:

1. Steven L. Green
Atty. For InSource Power Inc.
Underwood Perkins, P.C.
5420 LBJ Freeway, Ste. 1900
Dallas, TX 75240
sgreen@uplawtx.com
2. Mr. Rockrohr
Administrative Law Judge Assitant
grockroh@icc.illinois.gov
3. Mr. Hardas
Administrative Law Judge Assitant
phardas@icc.illinois.gov
4. Judge John Albers
Illinois Commerce Commission
jalbers@icc.illinois.gov