

DATE: March 1, 2010

TO: City Clerk

FROM: Representative Rachel Quintana

ADDRESS 2 Civic Center Plaza, El Paso, Texas 79901

TELEPHONE 915-541-4701

Please place the following item on the (Check one): CONSENT REGULAR

Agenda for the Council Meeting of March 9, 2010

Item should read as follows: Appointment of Angel F. Quintana to serve on the Committee on Border Relations as requested by Representative Rachel Quintana, District 5.

SPECIAL INSTRUCTIONS: _____

BOARD COMMITTEE/COMMISSION APPOINTMENT/REAPPOINTMENT FORM

NAME OF BOARD/COMMITTEE/COMMISSION: Committee on Border Relations

NOMINATED BY: Representative Rachel Quintana

DISTRICT: 5

NAME OF APPOINTEE Angel F. Quintana

(Please verify correct spelling of name)

BUSINESS ADDRESS: P.O. Box 371361

CITY: El Paso

ST: TX

ZIP: 79937

PHONE: 915-588-4787

HOME ADDRESS: _____

CITY: El Paso

ST: TX

ZIP: _____

PHONE: _____

WHO WAS THE LAST PERSON TO HAVE HELD THIS POSITION BEFORE IT BECAME VACANT?

NAME OF INCUMBENT: _____

Oscar Baeza

EXPIRATION DATE OF INCUMBENT: _____

02/28/2010

REASON PERSON IS NO LONGER IN OFFICE (CHECK ONE):

TERM EXPIRED:

RESIGNED

REMOVED

DATE OF APPOINTMENT: _____

03/09/2010

EXPIRATION DATE OF NEW APPOINTEE: _____

02/29/2012

PLEASE CHECK ONE OF THE FOLLOWING:

1st TERM:

2nd TERM:

UNEXPIRED TERM:

ANGEL F. QUINTANA

PROFESSIONAL SUMMARY

Twenty years of combined military and business experience in positions of leadership, sales and management, and of increasing responsibility in the military, Corporate America, and local businesses. Former military officer and combat veteran with high level of integrity and ethics. A detail oriented leader, manager, and trainer with exceptional organizational, problem solving, time management, and decision making skills; one who thrives in multiple task operations that demand clear thinking, decisive action, and timely resolution. Dependable, adaptable, flexible, creative, self starter and motivated. Fully Bilingual: Spanish and English. Computer literacy.

WORK EXPERIENCE

President / Broker / Real Estate Consultant
Executive Realty Group

Feb 2006 - Present
El Paso, TX

Provide residential, commercial, and industrial real estate consulting to buyers, sellers, and tenants in the El Paso area. Occasional instructor of real estate at the Academy of Real Estate.

President / Owner / Business Consultant
Desert International Services, Inc.

Feb 2004 - Present
El Paso, TX

Counsel new business owners on how to establish, operate, and manage their business. Assist established businesses on how to improve employee performance, processes, productivity, customer service, and other operational and managerial matters.

President / Owner / General Manager
Sun City Packaging, Inc. & Sierra Logistics, Inc.

May 1998 - Feb 2004
El Paso, TX

Established both corporations with a minimal amount of startup capital and in four years achieved annual revenue in excess of 2.5 million dollars. Served as a supplier of corrugated boxes and packaging materials to manufacturing companies, and provided logistics and warehousing services. Responsible for servicing over twenty five customers in El Paso, Texas and northern Mexico. Negotiated initial pricing and frequent price reduction with vendors in order to maximize the profitability of the company. Also, negotiated the terms of all contracts with vendors and landlords. Continuously maintained a win/win relationship with vendors and assisted them to establish programs which mutually benefited the companies. Identified new business opportunities and developed marketing strategies. Developed, implemented, and enforced all policies and procedures for the companies. Established and managed the annual budget for the organization. Recruited, trained, and managed several personnel in the areas of sales, customer service, purchasing, accounting, quality, and shipping and receiving; as well as managing daily operations. Responsible for developing and conducting the training for all new and existing employees on all aspects of the operation to include, organizational policies, procedures, and safety. Performed as one of the three salespersons for the company. Sold both businesses in February 2004.

Sales Representative
International Paper

Mar 1996 - Aug 1997
El Paso, TX

Employer was a Fortune 500 company and manufacturer of corrugated boxes. Established relationships with prospects in El Paso, TX and northern Mexico in order to acquire new medium to large size customers for the company. Provided service to existing customers. Set up a Vendor Managed Inventory Program (VMI) for customers in order to eliminate production downtime. Coordinated with other departments the handling of issues related to quotations, production schedule, shipping, quality issues, customer complaints, and other daily functions.

FERNANDO QUINTANA

WORK EXPERIENCE (continuation)

Military Officer

U.S. Army

Dec 1988 - Aug 1995

El Paso, TX

Held several leadership and managerial positions of increasing responsibility, while performing the duties of a Logistics and Communications Officer during peace and war time. Successfully trained, managed, and led 65 soldiers into enemy territory and supervised daily communications operation in support of Operation Desert Shield and Desert Storm. Motivated soldiers to increase morale and confidence before, during, and after combat. Returned all personnel back to the U.S. without injuries or casualties. A combat veteran tested under extremely stressful conditions.

EDUCATION

Texas Real Estate Commission

Licensed Texas Real Estate Broker

Webster University

27 credit hours toward a Masters of Arts Degree,
dual concentration - Business and Management, 3.62 GPA

U.S. Army

Attended several military schools

U.S. Army ROTC

Distinguished Military Graduate

Interamerican University of Puerto Rico

Bachelor of Science Degree, Computer Science, 3.31 GPA

MEMBERSHIPS and CIVIC INVOLVEMENT

- Member of the Professional Standards/Grievance Committee, Governmental Affairs Committee, Educational Committee, and Financial Committee for the Greater El Paso Association of Realtors
- Member of the local, State, and National Association of Realtors
- Member of the Board of Directors of Bridges Academy
- Member of the Vista Hills Rotary Club, 2004-2007.
- Member of the Board of Directors of Big Brothers Big Sisters of America, 2002-2004
- Life Member of American Coalition for Fathers and Children