

# Paul S. Anderson

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November 15, 2018

Mayor Ron Smith  
431 Prater Way  
Sparks, NV 89431

CITY OF SPARKS

NOV 16 2018

OFFICE OF THE  
CITY CLERK

TMG

RE: Open Position – Sparks City Council Ward 3

Mr. Mayor:

Welcome to your new position!

Most of my life has been spent in the City of Sparks. I've been fortunate to live, work and raise a family in this great city. With my extensive business leadership experience and 10 years of tenure on the Nevada State Board of Agriculture, I am well suited for the role of a Sparks City Councilmember. It is my hope that you will appoint me to the Sparks City Council Ward 3 in order to join you and other Councilmembers in serving our City.

Am I a resident within City of Sparks – Ward 3? Yes

Am I a registered voter? Yes

Thank you for your consideration.

Sincerely,



Paul S. Anderson

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## MANAGEMENT PROFILE

**Team Building & Leadership/Operations & Sales Management  
Budget Preparation and Administration/Customer Development  
Inventory & Equipment Management/Safety & Training Presentations**

Results proven management professional with 25 + years of experience in leadership positions in Operations and Sales, with records of success implementing budgetary goals, managing multi-million dollar inventories, and developing markets that brought revenue growth of over \$10 million.

## PROFESSIONAL EXPERIENCE

**Sales Executive/Terminal Manager/Regional Manager/National Director** 2000 to current  
Sierra Energy/Haycock Petroleum/Thomas Petroleum/Pilot Thomas Logistics, Sparks NV

Managed a team throughout a multi-state network of terminals. Established and monitored daily sales and operations objectives. Analyzed profit and loss data, adjusting goals accordingly. Partnered on multi-department projects to improve personnel and equipment efficiencies. Created and reviewed contracts. Developed and implemented departmental operating procedures. Executed team safety and training programs to exceed corporate initiatives.

- Built a new terminal to improve customer service and create a more effective and efficient operation.
- Awarded "Most Valuable Player of the Year" from over 800 employees.

**Territory Representative** – Berry-Hinckley Industries, Sparks NV 1997 to 2000

Managed a sales territory consisting of over 150 customers. Negotiated with vendors and customers to establish pricing and contracts. Developed excellent relationships with customers and vendors.

- Consistently grew territory, exceeding corporate goals
- Qualified leads, assessed needs and recommended solutions

**Sales/Operations Manager** – Anderson Tow and Transport, Sparks NV 1994 to 1997

Led the turnaround of stagnate sales by developing a new market segment, resulting in a revenue growth of 100%. Oversaw cross-functional operations. Adjusted pricing to improve profitability.

- Established and monitored daily operation and sales objectives.
- Coached team to implement and grow new area of service.

## EDUCATION

Truckee Meadows Community College – Core and Business Related Courses

Western Nevada Community College – Core Curriculum

Specialized Training –        *“Total Customer Selling,”* MVP Associates  
  *“Map for Action,”* Edward J. Feeney and Associates  
  *“Leadership Breakthrough,”* Rapport Leadership International

## CIVIC/COMMUNITY ROLES

- Nevada State Board of Agriculture – Chair, former Vice-Chair
- Sparks Citizens Advisory Committee
- Miramonte Homeowner’s Association Executive Board – Director
- TMCC Diesel Technology Advisory Board – Former Member and Chair
- Foster Parent – Former

## VOLUNTEER ACTIVITIES

- Church Ministries – Youth and Men’s
- Nevada Veterans Memorial Plaza
- Keep Truckee Meadows Beautiful
- Reno/Sparks Gospel Mission
- Political Campaigns
- Youth Sports – Former Coach and Referee (Awarded Volunteer of the Year – Sparks AYSO)