

MARIA JOHNSON

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727.569.6391

SUMMARY OF QUALIFICATIONS

Self-motivated leader, excelling in performance management. Regarded as key contributor earning heightened levels of responsibility. Specializes in helping enhance and increase visibility for businesses and organizations. Accomplished in community engagement, recruitment, retention and development of marketing goal achievements.

CORE COMPETENCIES

- Goal and Results Driven
- Membership & Recruitment Targets
- Focused Coaching for Results
- Engaging Public Speaker and Presenter
- Strategic Planning

PROFESSIONAL EXPERIENCE

West Pasco Business Association

2015-Present

Director of Operations - Non Profit

Successfully leads the organization through community engagement, membership leads, strong retention and signature fundraising events. Accountable for mission and membership targets through relationship building and engagement of locally based businesses, volunteer leadership groups and other community-based organizations. Supports goal achievement, strong communication and effective engagement to the members, community leaders and volunteers within the group.

Trinity Odessa Chamber of Commerce

2014-2015

Business Development Director

Accountable for the achievement of membership recruitment and retention goals within the Trinity Odessa and surrounding region. Successfully increased membership goals by recruiting, retaining, and engaging chamber members. Special Chamber Event goal and strategy setting was obtained to increase Chamber funding. Member engagement was enhanced by my commitment to the members to actively connect them to the community. Pursue and enrich Ambassador and welcoming committee engagement to better enhance the value of membership. Lead Chamber Ribbon Cuttings and special events when needed.

West Pasco Chamber of Commerce

2012-2014

Membership Director

Responsible for membership and retention goal achievement for the West Pasco region. Specialized and increased membership, retention and successfully engaged members in the chamber and community. Managed existing Ambassador and volunteer committees to help recruit additional business members. Developed successful membership drives to continue the Chamber mission. Helped execute and build Chamber events to ensure achievement of future Chamber funding. Lead Chamber Ribbon cuttings and special events when needed.

Joseppi's Market & Deli

2011-2012

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Community Relationship Director

Responsible for enhancing and adding visibility to the Deli. Helped meet and exceed income goals and service expectations. Planned and executed Chamber Ribbon Cutting and personal catering sales and accounts to increase income. Cultivated community relationships by being a member and Ambassador of the West Pasco Chamber of Commerce, enhancing client base growth and brand awareness.

Dr. Marla Obara, M.D.

2009-2011

Front office Coordinator

Duties included front desk responsibilities of checking in patients, checking out patients, scheduling patient testing and labs. Coordinated and maintained patient billing intake and collections and keeping up to date with insurance service providers.

Neuroscience Associates

1996-2009

Practice Co-Manager

Primarily responsible for group of Neurology physicians. Duties included overseeing physician schedules, patient appointments, physician on call hospital schedules, staff accountability and insurance billing intake and collections. Trained new employee hires, stayed up to date in progressing health insurance changes & maintained patient outreach.