

**Hagan, Mary**

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**From:** David G. Clifford [dgc@advantegrity.com]  
**Sent:** Monday, February 14, 2011 4:40 PM  
**To:** Hagan, Mary  
**Cc:** Kevin Butler  
**Subject:** City Council opening  
**Attachments:** David G Clifford Resume 2009 docx

Mary,

I would like to be considered for the open City Council position with the promotion of Kevin Butler to the City Law Director position. I have been a Lakewood resident and lived on Riverway for approximately 16 years, been active with the Economic Development Committee with the Chamber of Commerce, and had a business in Lakewood for over 10 years. My management consulting firm specializes on helping businesses grow and I have consulted with numerous Lakewood businesses over the years. I am also an adjunct professor at John Carroll University. I also chair a group of CEO's with a partnership I created with Vistage International.

I am leaving at 6:00am on Tuesday, February 15 for a business trip to Costa Rica with one of my clients and will not return to the states until late 2/21. Please let me know what the time line is for consideration for this position.

Thank you for your time.

Best regards,

Dave

David G. Clifford

Chair

[Vistage International](#)

[Member Testimonials](#)

President

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## **CAREER SUMMARY**

General management, consulting in recruiting, career coaching, sales and marketing management with 20 years experience. Energetic and self-motivated leader with excellent analytical and communication skills. Demonstrated results in:

General Management	Business Consulting	Marketing Consulting
Sales Management	Economic Development	Executive Recruiting
Career Coaching	Profit and Loss Management	Financial Services
Community Involvement	Human Resource Management	Leadership

## **PROFESSIONAL EXPERIENCE**

**ADVANTEGRITY, LLC** – Cleveland, Ohio 2001-present  
An international consulting firm specializing in general management consulting, retained executive recruiting, career coaching, and marketing consulting.

### **President**

- Responsible for the general management of sales, marketing, information systems, human resources, finance and operations of consulting firm.
- Building retained executive search relationships with numerous Fortune 500 companies, privately held corporations and not for profit corporations.
- Increasing sales year after year over first three years during recession.
- Providing consulting services to numerous Fortune 500 clients.
- Retained consulting to find Presidents, Vice Presidents and Directors of both non-profit and for profit corporations.
- Providing marketing consulting and business development to over 100 businesses based in Lakewood and the western suburbs.
- Managing the profit and loss, statement of cash flows and balance sheet for the business.
- Managing and implementing local area network with DSL connections.
- Applied and approved for Small Business Administration Loan program.
- Coaching and developing executives and managers in their career development.
- Creating and developing marketing collateral, websites, business plans, marketing plans, and personal growth plans for numerous clients.
- Designing, implementing, executing and revising business plan and marketing plan for Advantegrity, LLC.
- Spun off AdvanIS LLC, a web-design and marketing consulting business.