

**James I. Bond**  
43 Cindy Ave., Newbury Park, CA 91320  
**Telephone:** 805-405-9899 **E-mail:** jbond@gmventuresllc.com

Sales, Marketing and Behavioral Management Coach and Specialist for more than 30 years.

With decades of experience as a sales closer and trainer, I command an ease in persuading people when it's something I believe in.

I also have plenty of experience buying online multi-thousand-dollar coaching and training programs, so I understand the process for selling coaching, training and mastermind programs.

### **EMPLOYMENT HISTORY**

**U.S. Management, LLC** Thousand Oaks, CA. (1992-Present):     **Consultant**

- Consultant to more than 88 businesses in marketing, management and strategic planning

**SCORE, resource partner, U.S. Small Business Administration** Thousand Oaks, CA: (2008-Present):

**Past Workshop Chairman / Current Workshop Leader** (volunteer)

- As Workshop Chairman, oversaw about 30 business programs for small businesses and startups
- Currently facilitate wide range of programs, including Selling and Persuasion, Marketing, Supervisory Management, Entrepreneurship and Business Development – mostly for single-person and small businesses (also previously ran Web Marketing program)

**Leadership Mgt. Assoc. of California Inc /U.S. Management,** Westlake, CA. (1985-1999):     **President**

- Co-founded and ran 32-person consulting firm specializing in business development.
- Also conducted management, supervisory and sales training for many of these companies.

Reason for leaving: Partner left to run uncle's \$40 million manufacturer, causing business to dissolve.

**Kohos & Associates / Marcil Caron Barkes,** Montreal, Canada (1978-1984)     **Operations Manager**

- Ran advertising production company serving advertising agencies and mid-size companies.

Reason for leaving: Moved to California, and desire to help companies beyond just advertising.

### **Previous Employment**

- Professional Recruiter providing technical, supervisory and executive level personnel to the food-manufacturing industry (included Dannon Yogurt, Procter & Gamble, Pepsico/Frito Lay, etc).

### **EDUCATION AND AFFILIATIONS**

- Candidate for BS, Mechanical Engineering, Concordia University, Montreal, Canada
- Executive and graduate-level courses in sales and marketing management, advertising management and business management at Sir George Williams/Concordia University, Montreal, Canada
- Certified Instructor, Leadership Management, Inc., Waco, TX  
Taught courses in Organizational and Strategic Management, Executive and Management Development, Executive and Line Supervision, Interpersonal Communication, Selling and Sales Management Skills, Individual and Departmental Productivity Improvement, and Business Leadership
- Marketing and Advertising Management coursework from various sources, including extensive coursework from Concordia University, Advertising Age Week, American Marketing Association, Direct Marketing Management Association, etc.