

Renina Fuller
Human Resources Director
Palm Coast, FL
October 11, 2021

Dear Ms. Fuller,

I am writing to express my interest for the city manager posting for Palm Coast, FL. I have been looking into a city manager role for the past few years. I am now ready to make that change in my career. I have been in sales for 21 years and a city commissioner for the past 6 years. Over the past 6 years I have really enjoyed my role in helping our city grow.

I have worked in city government as the water and sewer commissioner for 6 years and during that time I have negotiated a \$1.7 million water tower maintenance contract, completed four million in sewer plant upgrades, and just received approval to build a ten million dollar water plant. I have also been involved in many deals that have brought new businesses to town. I take pride in being elected to lead this city in the right direction. In addition to being city commissioner I have eight years of experience selling to government agencies so I have seen and lived on both sides of the isle when it comes to working with internal government agencies.

I have many years of volunteering in the community. I am the President of the little league and high school booster program, I coach youth sports, and sit on volunteer boards. I love to be involved in the city where I live. This position would be a perfect fit for me to utilize all of my experiences in one job.

Please see my enclosed resume for complete work history. I look forward to hearing from you in the near future.

Best Regards,

Justin Dulgar
137 South Drive
Mt. Carmel, IL 62863
812-483-4183

Justin W. Dulgar

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 - Cell phone: (812) 483-4183
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Trusted Technology Consultant

21 years in total sales experience with 15 years business to business and government sales experience. Focused sales approach complemented by the ability to connect with people personally and professionally.

Experience

City Commissioner for the City of Mt. Carmel, IL

May 2015-Current

- Elected by the public twice for a 4-year term
- Negotiated a \$1.7M water tower refurbishment
- Worked 5 years on a new 10.1M water plant - opening Spring 2023
- \$3.5M upgrade to the sewer plant
- Help bring new businesses to town
- Recently approved new public works department to cross train employees

Elite Orthopedics, (Arthrex)

May 2018-Current

- 2021 President's Club winner
- 2020 President's Club winner
- Trusted advisor to Orthopedic Surgeons
- 100% to quota in the first 3 years
- Tripled territory revenue in 3 years

Motorola Solutions, Inc.

January 2010-April 2018

- Experience presenting to City/County councils and commissioner's
 - Converted a 25+ year competitive account
 - 140% to quota in 2013
 - Grew market share in Western KY from \$2 Mil a year to \$8 Mil
 - Negotiated/Executed \$7 million contract for a regional system
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Volunteer details

- Little League - Current President
- Sports Booster - Current President
- Kiwanis Club - Past President
- Travel Basketball / Baseball - Current Coach
- School Basketball - Current Coach
- School Baseball - Current Coach
- Wabash Regional Water Commission - Former Chairman
- FQHC - Federally Qualified Healthcare Center - Current Chairman

Awards

- President's Club - 2021
- President's Club - 2020
- Motorola Certificate of Achievement - 2012
- Motorola Quality Beacon -2011
- Century Club Award - 2009
- #1 Representative in Region - 2008
- #1 Representative in Region – 2007
- Company Salesman of the year - 2005

Education - Graduated 2003

Southern Illinois University

Administration of Justice and Psychology