

Alonza J. Wilson Bios



Experience: AJ has forty-five years of experience with the private industry and the military covering management, communications and administration, traveling internationally, lecturing, motivating, and training. He earned his MBA from National University, San Diego, CA in 1981. He was also a recruiter for the Marine Corps enlisting hundreds of young people to serve.

A Vietnam Veteran who has been successful in the **"Aquatic Industry"** for 24 years and although a licensed C-53 (Pool Builder) his forte' is remodeling with emphasis on equipment installation and repair.

Relevant Experience:

- (A) Owner President of Like New Pool Services, Inc. for twenty-five years. A Disabled Veteran Business Enterprise since 1994. A background of education and experience that illustrates the ability to organize and manage business and human relations activities with precision and economy. Mature, highly motivated, an aggressive thinker with creative problem solving capabilities. A shirtsleeve executive who is able to generate the respect of co-workers and superiors alike in attaining maximum performance.
- (B) Sales Department Manager, New Horizons Agency, Inc. Orange, CA Jul 1986 to May 1987. Developed and established management guidelines and liaison between sales, service, and administration. Directed the recruiting efforts of account executives, research assistants, and telemarketing specialists. Employed selling skills to exceed monthly goal by 600%.
- (C) Major Accounts Manager, Conquest Associates, Inc. Tarzana, CA Dec 1983 to Jul 1986. Conducted market survey. Established international candidate network. Attended trade shows. Set up job fairs. Opened new offices. Exceeded monthly headhunter quotas of \$100,000.
- (D) Internal Control Manager, Xerox Corporation, San Diego, CA Jul 79 to Dec 1983. Responsible for creating, implementing, and maintaining a personnel program of interactions with management, customers, and vendors. Established a communication and liaison program between corporation managers and naval officers. Results: contributed more than 50% of branch's total revenue. Managed branch monthly expenses. Established performance standards and evaluated performance against standards. Counseled team members in career and personal development.
- (E) Gunnery Sergeant, United States Marine Corp, Apr 63 to Jul 79. Six assignments of two-year duration each covered: Management of four Officer and Non Commissioned Officer clubs. As a recruiter enlisted more than 250 applicants. Trained over 2000 recruits as an infantry, nuclear, biological and chemical instructor specialist. As Supply Battalion Civil Affairs Chief organized and managed three commercial businesses to support the needs of 25,000 refugees in Vietnam.