

Amy Boynton

CONTACT @ AMYBOYNTON.COM

☎ 503 208 3409

📞 360 921 0462

✉ 1720 SW 4TH AVE., APT 135 PORTLAND, OR 97201

🖱 WWW.AMYBOYNTON.COM

RESUME

EXPERIENCE

My background includes 20 years as the finance, logistics & operations director for a nationally recognized photographer, furnishing experience which spanned diverse markets, disciplines, & organizations. As COO, I assembled & supervised teams responsible for photographic assignments on location at both national & global facilities of our Fortune 500 clients. Over the past few years I have completed my MBA, started a new business in an economic downturn, built a local network from scratch, learned the rules of engagement for social networking & maintained my family in the wake of serious financial fallout following my husband's disability.

POSITION: HEALTH RISK ANALYST, INDEPENDENT AGENT, AFLAC, INC.

DEC '07 – PRESENT

RESPONSIBILITIES

INDEPENDENT SALES AGENT, ACCOUNT MANAGEMENT, POLICYHOLDER SERVICES

When my partner/husband was disabled in 2006, I finished my MBA prior to looking for a job. This would lead to my appointment by Aflac as an independent agent & health benefits analyst. After navigating our circumstances within the existing U.S. medical, insurance & financial systems, I decided to use my MBA tools to educate people about health & financial risk, as well as helping small business owners to compete more effectively by means of strategic benefits planning.

CAPABILITIES

- ▶ Top Rookie Sales Agent: Corillo Region; McCreery District
- ▶ Aflac Triple-Crown Sales Award, 2009: New agent benchmark for superior achievement (1 of 2 regionals; OR-W/V)
- ▶ Strategic sales planning: targeting of exec-level sales leads; tactical approach to securing appointments with decision-makers
- ▶ Sales lead development: promotional planning; effective client presentations; high closing ratios
- ▶ Market acuity: organic development of business networks across industry sectors; no paid sales-leads
- ▶ Networking: targeting, engagement, signing, & administration of new accounts
- ▶ Presentation skills: high-quality materials produced for presentations: B2B; B2C; & B2G markets
- ▶ Sales performance: 25 new cold-call accounts; superior sales/closing ratios for payroll accounts & individual sales

RESEARCH AND ANALYSIS: HEALTHCARE COST • INSURANCE INDUSTRY

- ▶ U.S. Healthcare Research: insurance revenues; loss ratios; employee benefits; business models; cost/risk analysis; ethics; trends
- ▶ Market Research: systems effect from escalating health care costs in U.S. economy, business models, competitive outlooks

POSITION: SIMS BOYNTON | SBP

JAN '83 – DEC '07

RESPONSIBILITIES

DIRECTOR: OPERATIONS, LOGISTICS, MARKETING & FINANCE

I ran project logistics on literally hundreds of advertising & corporate communications assignments, shot on location across 32 states & 15 countries, at the facilities of our Fortune 500 clients. The rapid-fire demands of producing a quality product in diverse settings with competing priorities equipped me to process information quickly, & adapt accordingly. I developed methodologies to accurately dissect & resolve problems under pressure, building a track record of project-management that exceeded client expectations, implemented on time & within estimated budgets.

CAPABILITIES

OPERATIONS & PROJECT MANAGEMENT

- ▶ Project Management: supervised photo assignments on location at national & global facilities of Fortune 500 clients
- ▶ Personnel Lead: talent & team assembly, client & team liaison; assembled national network of subcontractors/vendors
- ▶ Logistics: point-to-point; project/team workflows; oversight of internal process/production controls; real-time project-tracking
- ▶ CRM & Account Admin.: client/contract negotiations; sales proposals/presentations, project bids/budgets; troubleshooting

MARKETING

- ▶ Promotional Collateral: concept, copywriting, production & distribution of targeted promotional collateral
- ▶ Strategic Campaign Development: developed solution-oriented initiatives/materials to target executive-level sales leads
- ▶ Marketing: copywriting/editing of internal website & promo materials for www.simsboynton.com

FINANCIAL CONTROLLER

- ▶ Proposals: responsible for bids/revisions/approvals of proposals for Fortune 500 photo assignments (\$1K – \$150K)
- ▶ Project Oversight: project lead; management of simultaneous projects/deadlines/budgets while maintaining quality standards
- ▶ Financial Controller: accounting & reporting, change-order approvals, bids/billing/collections, subcontractor/vendor estimates
- ▶ Financial Asset Management: copyright sales/transfers, licensing agreements, contracts/asset negotiations/mitigation

RESEARCH ANALYSIS

- ▶ Industry Analysis: advertising & corporate communication; best-practices; networks/systems analysis
- ▶ Research: organizational change; transparency & governance; sustainable business practices; innovation; thought leadership; social/business networks; cross-channel communications & information exchange; strategic alliances & community relationships

EDUCATION

State-Licensed, Life, Health, & Disability Insurance: 2008 – present; Oregon & Washington

Master of Business Administration: Marylhurst University, Portland, Oregon; 2003 – 2007

Bachelor of Fine Arts: Design & Photography, University of Houston, Houston, Texas; magna cum laude

SKILLS

- ▶ NETWORKING & COMMUNITY BASED VALUE-CHAINS
- ▶ MARKETING: DEVELOPMENT OF TACTICAL INITIATIVES, PROMOTIONAL MATERIALS & SALES PRESENTATIONS
- ▶ STRATEGIC ANALYSIS: DATA + INFORMATION, INDUSTRY + MARKET CHANNELS & TRENDS
- ▶ OPERATIONS: CRM, ACCOUNT & FINANCIAL OVERSIGHT, REPORTING
- ▶ TEAM LEADERSHIP: PROJECT LIAISON, JOB TRAINING & CROSS-FUNCTIONAL MULTI-VENDOR PLANNING
- ▶ LOGISTICS: PROJECT & TEAM WORKFLOWS, PROCUREMENT, PROCESS CONTROLS

SIMS BOYNTON PHOTOGRAPHY Client List: 1980–2005

AMB; AMERICAN AIRLINES; APPLIED MATERIALS; BAKER HUGHES; BAYLOR COLLEGE OF MEDICINE; BOEING; BONNEVILLE POWER; BROWN AND ROOT; CENTEX; CLOROX; CHEVRON; COLDWELL BANKER; CORNING; CONSERVATION INTL.; DOW CHEMICAL; EASTMAN KODAK; FAST CO. MAGAZINE; FEDEX; FLUOR DANIELS; FORMICA; FRENCH TOURIST BUREAU; GENERAL MILLS; GERALD D. HINES; GEORGIA PACIFIC; GREYHOUND; HOME SAVINGS OF AMERICA; HOMESTAKE MINING; HONEYWELL; IBM; ITT; JELD-WEN; JOHN DEERE; KNIGHT RIDDER; LANDOR; MCKESSON; MOHAWK PAPER; NRG ENERGY; NOVELL; PANAMSAT; PEPSICO; POTLATCH; SATURN; SIEMENS; SIMPSON PAPER; STERLING SOFTWARE; TEXAS INSTRUMENTS; TENNECO; 3M; TIMES MIRROR; TRAMMEL CROW; TRW; UNOCAL; USPCI; U.S. WEST

REFERENCES

<u>LYNN BROWN</u>	DIRECTOR OF CAREER SERVICES, MARYLHURST UNIVERSITY 17600 PACIFIC HWY, MARYLHURST, OR 97036 503-699-6271	MBA Internship Coordinator lbrown@marylhurst.edu
<u>BARRY BENNETT, J.D.</u>	BONNEVILLE POWER ADMINISTRATION 905 NE 11TH AVE. PORTLAND, OR 97232 503-230-4053	MBA Professor, Ethics bbennett@bpa.gov
<u>BONNIE MCCREERY</u>	DISTRICT SALES COORDINATOR, AFLAC 8285 SW NIMBUS SUITE NO 171 503-267-4495	District Sales Coordinator b_mccreery@us.aflac.com
<u>DON JONES PC</u>	JONES & BAUER LLP, OWNER 127 W TRAVIS, LA GRANGE, TX 78945 713-962-8549	CPA & financial advisor don@donjones.com
<u>GEOFF KANE</u>	MORTGAGE BANKER, SOUND MORTGAGE 601 OFFICERS ROW, VANCOUVER, WA 98661 360-831-0732	Mortgage Banker & Aflac client geoff.kane@soundmtg.com

WORK SAMPLES, PROFILES, COMMUNITY PARTICIPATION

WORK SAMPLES AVAILABLE FOR DOWNLOAD (PDF FILES)

- ▶ www.amyboynton.com

ONLINE PROFILES

- ▶ <http://www.linkedin.com/in/amyboynton>
- ▶ <http://twitter.com/simsboynton>
- ▶ <https://www.insightcommunity.com/aboynton>

COMMUNITY PARTICIPATION

- ▶ PDX11 Finance Committee
- ▶ OEN, TAO, Portland Business Journal, PDXmindshare
- ▶ OSCON CLS • Community Leadership Summit