

Amy Boynton

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RESUME

SKILLS (ADVANCED; 20+ YEARS)

- ▶ INFORMATION RESEARCH AND FINANCIAL REPORTING
- ▶ BUSINESS AND MARKET ANALYSIS
- ▶ LOGISTICS AND PROCUREMENT
- ▶ SALES AND STRATEGIC MARKETING
- ▶ CROSS-FUNCTIONAL MULTI-VENDOR TEAM LEADERSHIP
- ▶ OPERATIONS AND FINANCIAL OVERSIGHT
- ▶ WORD PROCESSING AND PRESENTATION SKILLS
- ▶ JOB TRAINING AND SUPERVISION OF SUBCONTRACTORS

EDUCATION

State-Licensed, Life, Health, and Disability Insurance: WA OR TX; 2008 – 2011.

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

Bachelor of Fine Arts in Design: University of Houston, Houston, Texas; magna cum laude.

EXPERIENCE

My background includes 20 yrs. as finance, logistics, and operations director for a nationally recognized photographer, which equipped me with experience spanning markets, disciplines, and organizations. As COO, I assembled and supervised teams responsible for photographic assignments on location at both the national and global facilities of our Fortune 500 clients. Over the past four years I've completed my MBA, started a new business that required building a local network from scratch, learned the rules of engagement in social networking, and maintained my family in the wake of financial fallout from my husband's disability.

POSITION: INDEPENDENT AGENT & HEALTH BENEFITS ANALYST, AFLAC, INC.

DEC 2007 – CURRENT

RESPONSIBILITIES • SALES, ACCOUNT MANAGEMENT, AND POLICYHOLDER SERVICES

When my partner/husband was disabled in 2006, I finished my MBA prior to shopping for a job. This led to my appointment with Aflac as an independent agent/health benefits analyst. After navigating our situation within existing U.S. medical/insurance/ financial systems, I decided to use my MBA tools to educate people about health/financial risk, and to help small business owners compete effectively via strategic benefits planning.

CAPABILITIES: INDEPENDENT AFLAC AGENT, MCCREERY DISTRICT, BEAVERTON, OR

TOP ROOKIE SALES AGENT: MCPHEE REGION, MCCREERY DISTRICT, 2009

- ▶ Aflac Triple-Crown Sales Award 2009: New Agent Benchmark for Superior Achievement (1 of 2 in OR/W Vanc, Region 2009)
- ▶ Strategic Sales Planning: Targeted executive-level sales leads; Tactical approach to generate appointments w/ key decision-maker.
- ▶ Sales Leads and Materials: Lead development; Effective client presentations; High closing ratios.
- ▶ Market Acumen: No paid sales leads; Organic development of business network, diverse sectors.
- ▶ Networking and results-oriented: targeted, engaged, signed, and administered new accounts.
- ▶ Presentation Skills: Produced high-quality materials for presentations in diverse markets: B2B; B2C; and B2G
- ▶ Sales Performance: 18 new cold-call accounts / 16 months; Superior sales/closing ratios for accounts and individual sales.

RESEARCH AND ANALYSIS: HEALTHCARE COST • INSURANCE INDUSTRY

- ▶ U.S. Healthcare Industry: Insurance revenues; loss ratios; employee benefits; business models; cost/risk analysis; ethics; trends
- ▶ Market Research: Systems effect of escalating health care costs on U.S. economy, business models, and competitive outlook.

POSITION: SIMS BOYNTON | SBP

JAN 1983 – DEC 2007

RESPONSIBILITIES • DIRECTOR OF OPERATIONS, LOGISTICS AND FINANCE

I ran project logistics on literally hundreds of advertising and corporate communications assignments, all shot on location across 32 states and 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, and adapt accordingly. I developed methodologies to accurately dissect and resolve problems under pressure, building a track record of project-management which exceeded client expectations, implemented on time and within estimated bids.

CAPABILITIES

OPERATIONS AND ACCOUNT MANAGEMENT

- ▶ Managed photo assignments on location at national & global facilities of Fortune 500 clients.
- ▶ Talent search; Team assembly and liaison on assignment; Created network of local/national subcontractors and vendors
- ▶ Logistics: Scheduling projects/teams; Point-to-point logistics; Project workflows; Internal process and production controls
- ▶ Account Administration: Client liaison; Presentations; Sales proposals, CRM, Estimates and budgetary controls; Contract negotiations; Real-time project tracking; Risk assessment/troubleshooting.

MARKETING

- ▶ Marketing Collateral and Distribution: Concept, copywriting, and production of targeted portfolios and promotional collateral)
- ▶ Strategic Marketing Campaigns: Developed solution-oriented initiatives/materials to target and reach executive-level sales leads
- ▶ Market Research, Copywriting, Editing: Company website and promotional material (www.simsboynton.com)

FINANCIAL CONTROLLER

- ▶ Proposals: Responsible for estimates/revisions/approvals of proposals for Fortune 500 photo assignments (\$1000 – \$100,000)
- ▶ Project Tracking: Oversight of multiple project deadlines and budgets while maintaining quality standards
- ▶ Financial Tracking: Project Management, Change orders, Billing and collections, Subcontractor/vendor estimates, Approvals.
- ▶ Asset Management: Copyright sales and transfer, Licensing agreements, Contract negotiations and Asset transferral.

RESEARCH AND ANALYSIS: BUSINESS NETWORKS AND COMMUNICATION

- ▶ Industry Analysis: Advertising & Corporate Communication; Best-practices; Sustainable business; Networks/Systems analysis.
- ▶ Research: Organizational change; Transparency; Governance; Technology's impact on innovation; Social networks; Information exchange; Cross-channel communication; Strategic alliances/relationships; Corporate/environmental leadership.

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REFERENCES

SIMS BOYNTON PHOTOGRAPHY; Client List 1980–2005

AMB ; AMERICAN AIRLINES ; APPLIED MATERIALS ; BAKER HUGHES ; BAYLOR COLLEGE OF MEDICINE ; BOEING ; BONNEVILLE POWER ; BROWN & 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

LYNN BROWN	MARYLHURST UNIVERSITY; DIRECTOR, CAREER SERVICES 17600 PACIFIC HWY, MARYLHURST, OR 97036 503-699-6271	<i>Coordinator, MBA Internship Capstone lbrown@marylhurst.edu</i>
BARRY BENNETT, J.D.	BONNEVILLE POWER ADMINISTRATION 905 NE 11TH AVE. PORTLAND, OR 97232 503-230 4053	<i>MBA Professor, Ethics bbennett@bpa.gov</i>
DUANE MCCREERY	AFLAC; DISTRICT SALES COORDINATOR 9725 SW BEAVERTON-HILLSDALE HWY. #320, BEAVERTON, OR 97005 503-267 4495	<i>District Sales Coordinator duane_mccreery@us.aflac.com</i>
DON JONES PC	JONES & BAUER LLP; OWNER 127 W TRAVIS, LA GRANGE, TX 78945 713-962-8549	<i>Personal CPA & financial advisor don@donjones.com</i>
GEOFF KANE	PRIMELENDING; MORTGAGE BANKER 5101 NE 82ND AVE #103 VANCOUVER, WA 98662 360 449-8013	<i>Personal mortgage banker & Aflac client gkane@primelending.com</i>

WORK SAMPLES; PROFILES AND COMMUNITY PARTICIPATION

WORK SAMPLES AVAILABLE FOR DOWNLOAD (PDF FILES)

- ▶ www.amyboynton.com

ONLINE PROFILES

- ▶ <http://www.linkedin.com/in/amyboynton>
- ▶ <http://bx.businessweek.com/profile/amy-boynton/>
- ▶ <http://twitter.com/simsboynton>
- ▶ <https://www.insightcommunity.com/aboynnton>

COMMUNITY PARTICIPATION

- ▶ OEN / SW WA; PubTalk Steering Committee
- ▶ Clark Public Utilities; PUD Roundtable
- ▶ MEMBER: OEN, SAO, Cascadia Region Green Building Council