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# DON AND LISA VICARI

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## PROFESSIONAL SUMMARY

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Highly ambitious couple with background in sales, marketing and advertising. Experienced in new business startup and franchise development.

## SKILLS

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- Budgeting and finance
- Management
- Consultative Sales
- Negotiating Skills
- Energetic Self-Starter
- Reliable/Ethical
- Conflict resolution
- Team leadership
- Staff development
- Risk management processes and analysis
- Team Partnership

## WORK HISTORY

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**Owners, 03/2004 to 12/2012**

**Suburban Cylinder Express – Sacramento, CA**

Successfully launched two new, profitable propane distributorships into the greater Sacramento area. Responsible for all aspects of business venture including marketing, sales, accounting, collections, and delivery of 5-gallon propane cylinders to both residential and commercial accounts. Both franchises attained a 94% customer retention rate. Sold franchises to Suburban Propane corporate in 2012. Stayed as consultants as part of business purchase agreement.

**Caregiver, 06/2000 to 11/2008**

**Lisa Vicari**

Professional caregiver with many clients in the foothill communities of Jackson and Sutter Creek, including Kit Carson Convalescent Hospital. Responsibilities included cooking, cleaning, bathing, running errands and overall care of the elderly. Also was a medical advocate, helping to explain needs of patient/client to medical professionals during doctor visits and hospitalizations.

**Professional Medical Sales Representative, 11/1997 to 12/2003**

**Searle Pharmaceutical – Chicago, IL**

Don Vicari:

Responsible for sales of pharmaceutical products Celebrex and Ambien in the Sacramento/Lake Tahoe territory, calling on doctors and hospitals. Successfully launched three new products. Ambien and Celebrex Team 2 Western Division award winner. Searle National Pro Club winner.

## EDUCATION

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**Bachelor of Arts: Counseling, 1984**

**California State University - Sacramento, CA**

## ABOUT US

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We have over 8 years of successful experience as business owners/partners. We have been married for 25 years and have 5 grown children and 3 grandchildren. We have sold our home and properties in California and are looking for a new and exciting chapter in our lives. We enjoy working with people and enjoy working together. We enjoy traveling and are willing to relocate for the perfect opportunity!