

ANABEL ABARCA

Juris Doctor – Loyola University Chicago School of Law	2020
Judicial Extern – <i>Illinois Supreme Court Chief Justice Anne Burke</i> ; Licensed in Illinois	
Master of Public Administration – Arizona State University	2011
Bachelor of Arts – DePaul University	2008

Faegre Drinker Biddle & Reath	Dec 2021 - Present
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Construction Litigation Associate

- Serve as lead counsel for client requiring weekly administrative hearing appearances and on two pro bono cases involving copyright infringement and appeal of child abuse investigation;
- Draft federal, state, and county pleadings and briefs in multiple venues, including IL, NE, CO, and IN;
- Propound written discovery requests and responses; prepare discovery responses; draft various motions and briefs including motion to dismiss, response to motions to compel;
- Manage and organize voluminous document review and production; conduct settlement conferences.

Holsten Management Corporation	Dec 2020 – Dec 2021
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Assistant Corporate Counsel

- Negotiated and amended real estate finance, construction, lending, and closing documents in \$120 million 400+ unit development transaction in conjunction with outside counsel, government agencies;
- Primary attorney responsible for creation of joint venture and partnership agreements, leasing documents, letters of intent, property tax incentive renewals, zoning and utility entitlement documents;
- Directly negotiate and execute leases and contracts with buildings facilities vendors and construction contractors for new and existing developments.

Georges & Synowiecki	Jan 2018 – Dec 2020
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Law Clerk

- Drafted pleadings, motions, FOIA requests; conducted legal research for construction litigation claims; prepared construction bid packets; research construction bid protests; researched chain of title claims;
- Advised partners on municipal, infrastructure, and construction projects; drafted original and amended legislation for introduction at Chicago City Council.

Chicago Board of Elections Commissioners	Jan 2019 – May 2019
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Legal Extern

- Advised Legal Counsel on status of city, state, and federal election legislation; provided solutions to election day complications involving voting machines, election judges; covered court calls;
- Successfully resolved three administrative hearings involving removal of election judges including drafting motions, gathering evidence, preparing witnesses, and conducting cross-examination.

Chicago Department of Public Health	2016 – 2017
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Senior Policy Analyst

- Served as liaison and cross-functional strategic advisor to Commissioner, public and private agencies; communicated policies and programs on behalf of Commissioner to the Board;
- Presented to and led departmental managers and program directors on legislation; prepared status reports.

Chicago City Council – Alderman George Cardenas	2013 – 2016
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Chief of Staff

- Managed staff of 9; served as Primary Strategic advisor for the Alderman; developed and executed yearly Aldermanic Menu budget of \$1.3 million; represented ward at County and City court hearings;
- Led all ward zoning and land use including intake and review of zoning applications; reviewed site plans, plats of survey, and Phase 1 environmental reports; executed legislative agenda;
- Assisted real estate developers in moving developments through municipal processes; assisted in preventing city violations.

COMMUNITY INVOLVEMENT

Women in Planning + Development	2022 - Present
McKinley Park Development Council - Executive Board Member	2018 - 2019
Latinos Progresando – Executive Board Member	2013 - 2016

Native Spanish Speaker

Anthony Wojtal

PROFILE

Nearly a decade of experience in public budget planning and financial strategy. Highly motivated, dedicated, and amicable individual seeking to amplify working class issues, economic & environmental sustainability, and community empowerment. Interests and volunteer experience include community engagement and organizing, musical performance, mutual-aid and direct support, co-ed softball coaching, cycling, and community gardening.

PROFESSIONAL EXPERIENCE

Chicago Public Schools, OBGM

Budget Manager

Budget Analyst / Senior Analyst

2013 – Present

2017 – Present

2013 – 2017

Leading a team responsible for overseeing and providing funding strategy for district operations and capital construction appropriations of over \$2 billion. Project lead for the district's annual department budget cycle, annual budget book publication, and annual ISBE budget reporting.

During my time with CPS I have had the opportunity to engage with many school communities and stakeholders as a facilitator at our annual school funding forums, I have hired, trained, and mentored many employees who have gone on to develop careers throughout the organization, and have participated in several RFP selection committees and CBA committees as an OBGM liaison.

PUBLIC SERVICE

McKinley Park Development Council

Board Member, Treasurer

2020 – Present

MPDC aims to collectively foster economic, cultural, and social development through the connection of residents, institutions and enterprises for the benefit of the McKinley Park neighborhood. As a board member of MPDC I have had the opportunity to serve as the Illinois Connected Communities cohort lead and Chicago Connected liaison; uncovering inequities in internet access, affordability, and need. Most recently, we partnered with UIC urban planning to gather and advance community visions of development within eTOD zones and vacant spaces to maintain housing affordability and spur economic development.

McKinley Park Mutual Aid

Volunteer

2020 – Present

EDUCATION

DePaul University - MBA

2020

Northeastern Illinois University - Bachelors

2012

Wilbur Wright College - Associates

2009

Lane Tech College Prep

2007

Robert Abeldano

SR. ENTERPRISE ACCOUNT EXECUTIVE

Versatile, innovative, and bilingual leader with exceptional experience in virtual selling, digital marketing, negotiations, forecasting, and influencing others while seeking new ways to initiate and sustain new business development and customer satisfaction. Driven professional who championed a global partnership with a \$56B distributor to fulfill core professional services and led product demos to close \$1MM of net new B2B sales of professional services, SaaS technologies, and hybrid or premise based solutions. Highly proficient with Microsoft Office Suite products, Salesforce.com CRM, HubSpot, and video conferencing platforms.

KEY COMPETENCIES

- ◆ Sales and Marketing
- ◆ Customer Experience
- ◆ Value Based Solutions
- ◆ Digital Technology
- ◆ New Business Development
- ◆ Prospect Profiling
- ◆ Building Relationships
- ◆ Executive Account Management
- ◆ Strategic Growth
- ◆ Target Revenue Optimization
- ◆ Sales Industry Expertise
- ◆ Account Leadership

PROFESSIONAL EXPERIENCE

UNISON SITE MANAGEMENT 2.0, Chicago, IL | July 2021 – PRESENT

ACCOUNT DIRECTOR – NEW LOGOS (remote)

A cellular, billboard, and renewable lease acquisition company serving government and municipalities, non-profit organizations, commercial and private property owners.

- Provides B2B and B2G site acquisition services for wireless communication sites including Verizon, AT&T, T-Mobile and US Cellular.
- Set a company record for quickest ramp up by closing (2) sales contracts totaling \$363K within three months when the expectation is (1) sale within six months and received CEO and COO company-wide recognition.

GRANITE TELECOMMUNICATIONS, Chicago, IL | February 2019 – July 2021

NATIONAL ACCOUNT MANAGER – NEW LOGOS (remote)

A full-service business communications provider generating \$1.65B in annual revenue offering vendor consolidation options to its 700K+ customer accounts for bundled solutions of network services and field service support.

- Led global partnership with a \$56B distributor to fulfill professional services with \$500K annual sales potential
- Converted 67% of all prospect accounts into active clients bringing total accounts managed to 150+
- Recruited and onboarded an OEM entity with \$100MM annual revenue to serve as their national service delivery provider for installation and service of proprietary equipment to their healthcare clients
- Built strategic alliances with 10+ distributors, manufacturers, and solution partners for new revenue GTM approaches including Synnex, Landmark Dividend, Tellabs, Corporate United and ExteNet

ENGHOUSE INTERACTIVE, Chicago, IL | October 2016 – October 2018
REGIONAL ACCOUNT MANAGER, DIRECT SALES AND INDIRECT CHANNEL SALES

A technology and communications platform software manufacturer focused on capturing the customer journey and experience to drive efficiency for its 10,000+ mid-market and enterprise customers.

- Managed 250+ accounts using Salesforce CRM and incubated 200 MQLs using Marketo to close new business with VARS and System Integrators across healthcare, financial, and utility markets
- Closed \$1MM of B2B net new business of professional services, SaaS technologies, and premise-based solutions through the execution of an account-based marketing and sales enablement plan
- On-boarded 8 North American and LATAM partners to produce a pipeline of \$3MM in greenfield opportunities
- Ranked as a Top 5 performer on a team of 25 Regional Account Managers for 2 consecutive quarters

UNISON SITE MANAGEMENT, Chicago, IL | July 2013 – June 2016
ACCOUNT EXECUTIVE – NEW LOGOS

A cellular, billboard, and renewable lease acquisition company serving government and municipalities, non-profit organizations, commercial and private property owners.

- Provided B2B and B2G site acquisition services for 50 wireless communication sites including Verizon, AT&T, T-Mobile, and Sprint
- Trained an international salesforce team of 10 on systems and processes for territory expansion into Colombia
- Closed an average of 2 sales every month through daily cold calls, phone presentations, and formal proposals

CENTERS FOR NEW HORIZONS, Chicago, IL | July 2011 – May 2013
PROGRAM MANAGER

A nonprofit organization with 300+ full-time staff that assists children, youth, and families in becoming self-reliant, improving the quality of their lives, and participating in rebuilding their community.

- Supervised a team of 3 organizations and coordinated activities with 7 partner organizations to successfully fulfill federal quarterly program milestone audit goals within the 2-year budget limits
- Designed and delivered 12 presentations to municipalities, union contractors, and training centers throughout Northeast Illinois to align weatherization industry certifications with new training programs

Career Note: Details of early career success are available on request during an interview and include:

- **BROKER CONSULTANT** for LUXE MARKETING AND SALES, Chicago, IL
- **BUSINESS SERVICE REPRESENTATIVE** for CENTRAL STATES SER, Chicago, IL
- **REAL ESTATE SALES EXECUTIVE** for SOTHEBY'S INTERNATIONAL REALTY, Chicago, IL

AWARDS, CERTIFICATIONS, AND LICENSURE

President's Club (Unison Site Management), Dec 2014 and Dec 2015

- In recognition of achieving over \$2MM in annual sales

HPE, Selling Aruba Products and Services, March 2021

CISCO Meraki, Fit 1, Fit 2, Studio, April 2021

VOLUNTEERING

Chicago Park District, **Youth Sports Coach**, Chicago, IL, August 2013 -

Family Focus Inc., **Board Member**, Chicago, IL, January 2010 -

Christopher House, **Advisory Board Associate**, Chicago, IL, October 2009 -

EDUCATION

BAYLOR UNIVERSITY, Waco, TX

Bachelor of Arts in Business Administration (B.A.)



Lydia Arroyo

Skills

- Relationship and Team Building
- Integrity and Transparency
- Community Outreach
- Solution Innovation

Education And Training

2001

Bachelor Of Science:

Horticulture

University Of Illinois At Urbana-Champaign

Summary

Hardworking with a background in community service. Strong multitasking and time management skills. Devoted to giving every resident a chance to be heard.

Experience

Bless Sacrament Parish - Parish Counsel Member

Chicago, IL

09/2019 - Current

- Use voice recorder or notepad to compose and transcribe meeting minutes.
- Advise on Church decisions based on latest available information
- Field parishioner complaints and queries, help find solutions.

CPS Gunsaulus Scholastic Academy - Special Education Classroom Assistant

Chicago, IL

03/2014 - 09/2014

- Provided supplemental supervision in classrooms, schoolyards, and cafeterias.
- Prepared handouts, study materials, and other teaching aids.
- Assisted neurodiverse students with classwork and activity preparation.
- Instructed small groups of students in alphabet, shapes, and color recognition.

World Market - Beverage Manager

Chicago, IL

08/2008 - 05/2013

- Maintained operations in full compliance with alcohol service standards and legal requirements to prevent incidents of overserving or underage drinking.
- Preserved excellent levels of internal and external customer service.
- Delegated work to staff; set priorities and goals.
- Provided leadership, insight, and mentoring to newly hired employees.
- Oversaw inventory and ordered products.

Southwest Environmental Alliance - Chairperson

Chicago, IL

10/2019 - 08/2020

- Thoughtfully contributed to committee plans and strategic decision making.
- Led weekly committee meetings to create and discuss facility events to recognize associates for various achievements.
- Provided organizational leadership and collaborated with executive partners to establish long-term goals and strategies.