

Deborah D. Ingravallo
204 Kingsley Court
Mount Laurel, NJ 08054
(856) 904-6086
dingravallo1@comcast.net

Objective

A challenging position in Marketing and Sales offering advancement to increasing levels of responsibility and income potential.

Qualifications

Maintenance and development of high value, relationship-oriented accounts in an outside sales territory. Special skills include planning, organizing, and the ability to quickly establish a rapport with customers. Key competencies include leadership, commitment to task, organizing, and a penchant for detail.

Education

The Pennsylvania State University (Penn State): Bachelor of Arts Degree

Experience

March, 2003
to present

The World Trade Association of Philadelphia

Executive Director (November 2014 to present)

Executive Administrator (March 2003 to November 2014)

Responsible for full planning and implementation of monthly events (Luncheon and Dinner Meetings, Fundraisers, and Golf Outings) and Board Meetings, as well as working with the Executive Board to maintain Membership and finances.

January, 1997
to March, 2003

APL, Ltd. (American President Lines)

Senior Marketing Representative

* Promoted from the position of Sales Representative

Strategically maintained and increased business with each account in the sales territory, for each tradelane in Asia, Europe, and Latin America. Intelligence gathering from customers and the media to identify competitors' actions which pose a threat or opportunity to account relationships. Skilled in negotiation, situational leadership, and delivering presentations.

February, 1996
to December, 1996

NYK Line (North America), Inc.

Sales Specialist

* Promoted from the position of Sales Coordinator

Working knowledge of the Import and Export trade of the Far East, including an understanding of tariffs, rate making processes, rate retrieval, and quoting. Responsibilities included assisting sales staff in generating correspondence, presentations, and performance measurement reports. Became the direct sales interface, qualifying accounts for sales leads, and handling customer service inquiries and problems.

April, 1995
to December, 1995

The Dock Street Brewing Company

Sales Assistant

Review and coordination of events, trade shows, and promotional activities, including attendance with Sales. Related responsibilities involved purchasing promotional items, writing press releases, and acting as the liaison between the salespersons and distributors.

Activities

Area Maritime Security Committee, Sector Delaware Bay (August 2016 – present)

Burlington County (NJ) Board of Elections, Boardworker (2000 – present)

Mount Laurel (NJ) Planning Board (January 2015 – December 2018)

Mount Laurel (NJ) Zoning Board of Adjustment (January 2014 - December 2014)

County Committee – District 13 Rep. (January 2014 – December 2018)

References

Available upon request