

JAMES JOSEPH DORANDO

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OBJECTIVE

Allowing a company, by my employment, to gain my experienced and insight by my maturity Allowing me a fresh start in my recovery

EDUCATION

- **St. Genevie's High School**
- General Education May of 1983
- College Preparatory Curriculum
- Wrestling Class 160 Ranked Fourth in State Final
- **Arizona State University**
- Business Management 1984 -1986
- Wrestling Scholarship
- **Orange Coast College**
- Business Management & Architectural Arts/Construction Management 2014-2016

EXPERIENCE:

MAY 1986 – MARCH 1994

GLOMATI IMPORTS/GLOBE MARBLE, NORTH HOLLYWOOD

ARCHITECTURAL REPRESENTATIVE

Natural stone specifications on nationwide projects

Solicitation of national projects, commercial multi-stories structures and casinos hotel design. Supported by the Italian quarries and world leaders in the manufacturers of natural stone products

MARCH 1994 – JANUARY 1996

VARIATIONS IN STONE, GRANADA HILLS

Lead Sales Coordinator & Developer

Supported by Giovanni Pace of Glomati, with his closing of Glomati, after the “Northridge” earthquake.

Supplement sales to offset sales of Globe Marble’s inventory and pending projects

Collectively off setting sales as the: “Responsible Managing Employee” licensed contractor

January 1996 – January 1997

Burlingame Industries, Rialto

Research and Development

Manufacturers of a nationally known product “*Eagle Roofing Tiles*,” a concrete product.

Successfully designed a product, tested the “coefficient to drag” an (ADA requirements) for industrial usage found in commercial application of flooring materials.

Introduced and brought into the national flooring marketplace and building materials suppliers market.

Termination of flooring division due to the Chinese construction of Eagle Roofing division started and funded by international sales of roofing tiles manufactured time frame that closed flooring tile and its further development.

February 1997- January 1999

Marmol Export, Anaheim

Opened & Developed Wholesale, Market & Out of State Distribution of Natural Stone and Tile

Strong retail sales to support and development a new market of wholesale suppliers of neighboring states. including Hawaii.

January 1999 – December 2003

Marble Express, Anaheim

Marketplace Developer of Wholesale Sales Western States Market

Wholesalers market to a local California residential sales company. Only to expand sales and of ordering inventory to an explosive level of professional technique, in our marketplace. Soared sales in a que of just under a million in the month of October. Failure as agreed, on numerous occasion, of incentive offered and not meet during our five-year relationship, ended

December 2003 - June 2014

Variations in Stone, Incorporated. Newport Beach

Revamped and slimline manufacturing and old-world installations of natural stone imported. Under the same roof and same corporate. Linking solicitations out of state and wholesale market. Capitalized on acquaintances to the nation's strongest natural stone importers to strengthen a new concept, both supplier and manufacturers contractor of natural stone products, under the same roof

November 11th, 2014.

Motor Vehicle Accident, life changing injuries

V.I.S. was still operational during the three months comatose. Forced to micromanaging under the care of a physician while staying in a convelesant facility. Crumbled, yet obligations abroad and within our national suppliers were all satisfied.

May 2016- July 2018

Home Depot, Costa Mesa

MET (*merchandising execution team*) an 4am – 8am part time employment. Allowing for continuing medical appointment and reconstructive surgeries by joined efforts of surgeons from the University of California, Irvine Hospital and St. Joseph Hospital

November 2016- Present

Innovent, Incorporated Newport Beach

Development of products manufactured by parent company, American Hygienics products selling on Amazon, as the Veela, Neelva, and Cushkin product brands

Introduced those product lines to national wholesalers and online stores selling superior high-end toiletries with a monthly sales history of \$40,000 wholesale users and began, before tariffs, to sell “private-label”. Typically solicited by the Chinese factory salesforce personnel. With two mainline U.S. endorsements and commitments and one protective territory in the Middle-East for selling the Innovent brands of infant products