

MICHEL J. VOZ

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Address:

715, SW Sosa Place
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Objective

To obtain a position in marketing or sales on the West Coast that will enable me to utilize my management background, my ability to work well with people, my strong international experience and language skills.

Marketing and Sales Experience

Marketing Consultant, 1994 - 2011

Provided marketing services to a variety of small and medium-sized companies according to their needs and schedules.

- **CSM Bra** – Doubled the membership of the non-profit Air and Ground Ambulance Service in three years (from 15,000 to 30,000). Represented the organization at various events as a public relations manager. Conceptualized and composed press articles, advertising material, targeted mailings, and promotional newsletters.
- **7 FM** – Expanded the advertising market for a local radio station twofold in one year. Evaluated multiple factors to create advertising price quotes. Created a customer base. Conceived radio commercials for clients.
- **Pépinères CBL** – Promoted a new concept of a Christmas tree stand and organized the sales of Christmas trees for a tree nursery. Coordinated the complete process, from the promotion to the delivery of stands and trees.
- **Air Comics** – Marketed the Belgian graphic novel "Buck Danny" to the American Navy, Air Force, and Army markets. Promoted the comic strip and sold it in different stores. Used e-commerce as a selling tool. Initiated the project (<http://www.aircomics.com>).
- **Light-Control** – Formulated marketing techniques for a home automation device company. Researched the market and competition. Arranged press articles.
- **Galler Chocolatier** – Surveyed the Belgian Flemish-speaking market through qualitative research in order to study the factors that lead to lower chocolate sales in that market. Summarized data in a report.

Additional Experience

Abelag Aviation, Zaventem, Belgium,
Ground Support, 1991 to 2005

- Organized arrivals and departures of business aircraft landing at Brussels airport
- Assisted aircraft, crews, and passengers

Education

Master's in Management; Graduated June 14, 2013
Southern Oregon University, Ashland, Oregon
Cumulative GPA: 3.95/4.00

Bachelor of Arts in Business Administration – Marketing; 1988
Southern Oregon State College; Ashland, Oregon

Skills

Language: Fluent French, Proficient Dutch
Computer: Experienced in Microsoft Word, Excel, PowerPoint, Movie Maker, Photoshop, Windows
Cultural: Lived 18 years in Africa, 22 years in Europe, and 6 years in the US