

Clint A. Briseno

February 21, 2019

Cochise County Board of Supervisors

1415 Melody Lane, Building G

Bisbee, AZ. 85603

Dear Supervisors,

With the appointment of Mr. Call to Sierra Vista Justice Court Precinct 5, I am interested in filling the vacant supervisor position for District 1 of Cochise County.

Having lived in Cochise County since I was 1 ½ years old, I have seen Sierra Vista and the county change and grow. Though I wasn't born here, I call Sierra Vista home, my grandparents were born in Pirtleville and Apache, and my mother in Tombstone. Being raised, educated and starting a family in Sierra Vista, has provided me with insight few others have. Throughout my professional career, I was afforded many opportunities for promotions that would have taken me away from Sierra Vista, and I declined. Being committed to the betterment of Sierra Vista, I opened a business here in 2010.

While raising my family and advancing my professional attributes, I have always made supporting the Sierra Vista Community a priority. From 1997 – 2010 I was the public face for Sears and Enterprise Rent a Car representing them both at the Sierra Vista Chamber and other functions throughout the county. I have continued this in my business and am an Executive Member with the Chamber. Since 2004, I have served the Sierra Vista Little League as a coach, Board Player Agent, Board Safety Officer, Board Treasurer and a Volunteer Umpire. In 2007 I was appointed to Enterprise Rent a Cars "Work/Life Balance Committee". I'm currently a Certified Hunter Education Instructor for the Arizona Department of Game and Fish. I have been a member of The Huachucans since 2004 and have been on the Board of Directors since 2013, I currently serve as Vice President. I am on the Cochise College Automotive and Technology Advisory Committee. In 2018, I was featured in the Herald Review "Twenty Under 40" and my business won "Best of Sierra Vista" awards in two categories. In addition, I have been a strong supporter of Arizona @ Work, Buena Basketball, Buena JROTC, Boy Scouts, Huachuca Saddle Club, Miss Sierra Vista, Project Healing Waters, Real Wishes and Just Kids Inc – Sizzle.

As a respected business owner, volunteer and member of Sierra Vista, I have the leadership, passion and vision to better Sierra Vista and Cochise County. Friends and family refer to me as the ambassador, I am often asked why I don't get involved in politics, and my response has been "When the opportunity presents its self, I will", now is that opportunity and I am excited about the possibilities.

Sincerely,

Clint Briseno

CLINT A. BRISENO

KEY SKILLS

- Self-starter who can work in a team environment or independently
- Excellent customer service, communication and diplomatic abilities
- Able to prioritize and multi-task in fast paced, stressful environments
- Proficient in making critical, effective decisions in time sensitive situations
- 20 + years of project and personnel management
- Proficient in MS Word, Excel and Power Point and Outlook
- Track record of developing high performing, result-oriented teams
- Able to analyze and interpret financial data to determine plans of action

WORK EXPERIENCE

Vista Auto Care
Owner

Sierra Vista, AZ

01/2010 - Current

- Responsible for all aspects of running a business.
- Point of contact for retail customers, fleet customers, vendors, insurance companies
- Certified by State of Arizona for vehicle interlock installations and monitoring
- Maintain and nurture relationships with decision makers of businesses.
- Establish marketing plans, created highly successful social media marketing campaign.
- Negotiate service agreements with fleet customer, identify area of opportunity.
Serve as Service Manager, Janitor, Tech Support, Human Resources, Service Writer, Parts Manager, Parts Runner and other duties as assigned

Enterprise Rent-a-Car

Sierra Vista/Tucson, AZ

02/02-1/01/10

Area (District) Manager Southern Arizona

- Responsible for operation and leadership of 11 rental branches spread throughout central and southern Arizona, to include over \$20 million in assets.
- Initiate meetings and prepare presentations for government agencies, government contractors and civilian corporations.
- Maintain and nurture relationships with decision makers of businesses throughout central and southern Arizona.
- Establish marketing plans to find and attract new business.
- Negotiate service contracts with vendors and accounts.
- Institute plans to reduce overhead and maximize efficiency.
- Forecast, allocate and identify resources in anticipation of client needs.

- Implemented Accounts Receivable plan, which led to beating corporate goal by 60%
- Recruit, hire, train and develop employees.
- Counsel employees in best business practices, by identifying challenges and formulating action plans. Which lead to 30 employees advancing in their careers.

Sears

Sierra Vista, AZ

10/94 – 01/02

Hardware/Home Improvement Sales Manager

- Increased year ending sales from \$2.75 million in 1997 to \$5 million 2001.
- Directly managed and oversaw 24 employees, plus support staff.
- Coached and mentored employees on customer service and driving revenue.
- Maintained and stocked over \$2 million in inventory.
- Aided and assisted Loss Control in on-going investigations.
- Performed as Sales Manager while simultaneously acting as Operations Manager for 9 months.

AWARDS RECEIVED

- 2018 “Best of Sierra Vista” awards in 2 categories.
- 2018 recipient of “Twenty Under 40” award and featured in publication.
- Enterprise Overall Exceptional Achievement Award: 2004, 2005, 2006, 2007, 2008, 2009. Exceptional Fleet Growth 2005, 2007, 2008 and 2009.
- Sears Annual “Best of the Best” Award: 1997-2001, consecutively.

PROFESSIONAL MEMBERSHIPS / COMMUNITY ACTIVITIES

The Huachucans - The Huachucans is an organization of individuals who are dedicated to helping youth programs throughout Cochise County.

- 15 year member, 6 years on Board of Directors, currently Vice President.

Arizona Game and Fish Department – Certified Hunter Education Instructor.

Cochise College Automotive and Technology Department – Advisory Committee Member.

Sierra Vista Chamber of Commerce – 22 year member Sears, Enterprise and Vista Auto Care.

Enterprise Rent-a-Car Work/Life Balance Committee – Appointed Member 2007-2010.

Sierra Vista Little League – 2004 -2010 Coach, board member, volunteer umpire.

EDUCATION

1996-2001	Cochise College	Sierra Vista, AZ
	<i>General studies</i>	
1993-1996	Tombstone High School	Tombstone, AZ
	<i>General studies/Diploma</i>	

References

Ret. Lt. Col. Jack Isler
Military Contractor

Diane Connors
Department of Justice

Hon. David Thorn
Cochise County Superior Court