

BEREA CITY COUNCIL

City of Berea, Ohio

RESOLUTION NO. 2025-42

By: Councilwoman Mary K. Brown Sponsor: Mayor Cyril M. Kleem

A RESOLUTION

CONFIRMING THE MAYOR'S APPOINTMENT OF MANOJ JOSEPH TO THE MUNICIPAL PLANNING COMMISSION TO FILL THE UNEXPIRED TERM OF NICK HASCHKA ENDING DECEMBER 31, 2027, AND DECLARING AN EMERGENCY.

WHEREAS, Item X-2(a)(2) requires that the Mayor appoint members of the Municipal Planning Commission, subject to the confirmation of City Council; and

WHEREAS, Manoj Joseph of 253 Stone Ridge Way, a Berea resident, has a vast background in sales and marketing in both for-profit and non-profit organizations, and brings a wealth of knowledge pertaining to the needs of businesses in the community; and

WHEREAS, the Mayor has appointed Manoj Joseph to the Municipal Planning Commission to fill the unexpired term of Nick Haschka; and

WHEREAS, the Mayor requests that the Council of the City of Berea confirm the appointment of Manoj Joseph to the Municipal Planning Commission.

NOW, THEREFORE, BE IT RESOLVED by the Council of the City of Berea, State of Ohio:

SECTION 1. That the Council of the City of Berea hereby confirms the appointment of Manoj Joseph to the Municipal Planning Commission for the unexpired term of Nick Haschka, ending December 31, 2027.

SECTION 2. That it is found and determined that all formal actions of this Council concerning and relating to the approval of this Resolution were approved in an open meeting of this Council, and that all deliberations of this Council and of any of its committees that resulted in such formal actions were in meetings open to the public in compliance with all legal requirements, including Section 121.22 of the Ohio Revised Code.

SECTION 3. That this Resolution is hereby declared to be an emergency measure necessary for the immediate preservation of the public peace, property, health, safety and welfare, or providing for the usual daily operation of a municipal department, and for the further reason that it is necessary to have members appointed to the Commission in order that they may begin their work. Therefore, provided this Ordinance receives the affirmative vote of two-thirds of all members elected to Council, it shall take effect and be in force immediately upon its passage and approval by the Mayor; otherwise, from and after the earliest period allowed by law.

BEREA CITY COUNCIL

City of Berea, Ohio

RESOLUTION NO. 2025-42

PASSED: June 2, 2025

ATTEST: Alma G.
Clerk of Council

APPROVED AS TO FORM:

John S.
Director of Law

APPROVED: June 3, 2025
Chillken 6/3/25
Mayor Date

MANOJ JOSEPH

Berea, OH 44017 • (216) 925-2783 • ManojAJoseph@yahoo.com

GROWTH-ORIENTED SALES & MARKETING MANAGER

Senior Manager of Sales • Senior Manager of Marketing • Senior Manager of Analytics
Digital Marketing • Sales Channel Management • Acquisition • Retention • Forecasting
Customer Service • Data Reporting & Analysis • Troubleshooting • Reduce Churn

PROFESSIONAL EXPERIENCE

Stanley Black Decker; Berea, OH 2024 - present

Aerospace, Defense, and Government Account Manager

- Responsible for building and maintaining strong relationships with domestic and international clients in aerospace and defense industries and government sector in excess of \$400 million.
- Primary point of contact for overseeing contracts, pricing agreements, negotiations, scorecards results, and customer satisfaction for 40 plus accounts.
- Manage existing accounts, develop new business opportunities domestically, internationally, and in other industry spaces for high performance clamping, coupling, and subassemblies.
- Collaborate with internal teams such as Engineering, Accounting, Quality, and Leadership to design and meet client needs and exceed company objectives using JDE, SAP, and Project.
- Provide quotations, pricing agreements, and purchase orders within 24 hours to 48 hours.

Senior Transportation Connection; Cleveland, OH 2022 - 2024

Customer Service and Billing Analyst

- Ensures that new applications, service quotes, change amendments, cancellations, service agreements, and vendor bills are entered into EasyRides, OPTIONS, CSSP, and PeerPlace.
- Prepares and sends monthly client invoices and reports and sends follow-up notices.
- Answers incoming telephone, fax, email, chat, social media, and correspondence from potential clients and other community members/organizations to ensure high-quality customer service.
- Review routine transportation rates, hourly wages, and compensation benefits to ensure scheduling efficiency, and talent recruitment, and to maintain operational agreements.
- Work with other departments to achieve profitability and service standards.
- Assist with special projects in new business development, financial operations, and events.

JP Morgan Chase Bank; Cleveland, OH 2020 - 2022

Relationship Banker

- Qualified potential members for membership by opening checking accounts, savings accounts, IRAs, CDs, and processing loan applications.
- Identified the needs of members by cross-selling and up-selling products and referring them to a personal banker.
- Authorized, approved, and researched transactions; performed overrides, approved check holds, and made check cashing decisions.
- Processed a variety of teller transactions including deposits, withdrawals, payments, and transfers.
- Provided knowledge of products and services to consult with new members to identify products and services that best fit their needs.

El Barrio Workforce Development Center, Cleveland, OH**2014 - 2020****Business Liaison**

- Developed and executed area, regional, and divisional multi-media sales and marketing initiatives in the banking, cable, non-profit, and healthcare industries.
- Improved performance 20% quarterly by setting, tracking, and managing sales goals for Pharmacy and Workforce Development Sales teams.
- Saved \$250,000 by leading relationships with media, advertising, CRM, web, and research.
- Added \$750,000 in grant funding by producing informational and educational programming.
- Tracked data of workforce program graduates for funding from various sources.
- Built partnerships with media, social services organizations, local employers, and vendors.
- Supervised internal and external brand standards.

Cox Communications, San Diego, CA**2010 - 2012****Regional Director of Sales and Marketing**

- Implemented sales strategies for all product lines in the California Region covering 1.4 million customers across 3 major operations centers.
- Created a Competitive Intelligence Gathering System that monitored competitive offers, tactics, results based on advertising, product testing, field intelligence, and activity mapping in partnership with other division department personnel.
- Reduced churn 8% by deploying competitive sweeper and upgrade Team to overbuild areas.
- Created regional quarterly incentives to drive Sales and Retention Teams.
- Forecasted P&L monthly results and created an annual budget for subscriber and product sales activity, customer revenue, and marketing expenses in a timely manner.
- Deployed comprehensive Customer Lifecycle Management Retention Programs across all product lines to address issues related to price/value, technical issues, and customer service.

Comcast Cable Communications, Miramar, FL**2008 - 2010****Regional Director of Sales & Marketing**

- Managed marketing and sales strategies and customer activity for all product lines in South Florida Region, covering 960,000 basic customers across 2 major operations centers.
- Produced with Comcast University and other Sales Channels to create competitive training/educational materials for over 2,000 employees.
- Facilitated with Corporate Retail to implement and deploy kiosks to over 400 retail facilities.
- Trained call center and customer service staff on selling value and primary and secondary disconnect reason codes for improved monthly retention analysis and revenue.
- Grew customer base 10% annually by leading acquisition, retention, win back and lifecycle tactics, social media, and other customer communication resources.
- Increased corporate funding 30% by forecasting P&L monthly results and creating an annual budget for subscriber and product activity, customer revenue, and marketing expenses.
- Supported Direct Mail and Outbound Tele-Marketing efforts that won back over 800 satellite and telco customers via offer strategy along with Direct Sales.

Comcast Cable Communications, Sacramento, CA**2002 - 2008****Regional Director of Sales & Marketing**

- Responsible for sales and marketing strategies and customer activity results for all product lines in Central California Region covering 730,000 basic customers across four major operations centers.

- Developed the "Personal Comcast Consultant (PCC) Program" to reduce churn.
- Created strategies to maximize sales in various sales channels through Compensation Plans.
- Communicated effectively with Area, Region, Division, Corporate, and Company counterparts, including securing substantial financial support.
- Initiated plans including DMA-wide media buys, cross-DMA (3) media buys, competitive strategies, ethnic, and targeted marketing and field sales programs such as FIND (First in New Development), Ethnic Sales Professionals, Home Theater partnerships, and supported efforts to minimize risk in MDUs.
- Initiated daily, weekly and monthly operating reports and campaign analyses in partnership with Information Systems (Billing), Finance, Revenue Assurance, Learning & Development, and Call Center Operations.

EDUCATION

Tiffin University, Tiffin, OH

Master of Business Administration

Miami University, Oxford, OH

Bachelor of Arts

TECHNOLOGIES, TRAINING

Applications: Microsoft Office Suite, Salesforce, Marketo, Constant Contact, Workday, Dayforce, Adobe, Oracle Financials, Tableau, CRM Software Operation

Certifications: Executive Leadership Development Program, Six Sigma, Project Management