

**Max J. Martin**  
**5168 Route 430**  
**Dewittville, New York 14728**  
**716.499.5622**  
**me@MaxJosephMartin.com**

Born in Santo Domingo, Dominican Republic and raised in New York City, Max Martin is currently the President/CEO of the **Hispanic Community Council of Chautauqua County**. Max is also a veteran of the United States Navy, and received a Bachelor of Science degree in Computer Information at Tampa College and Masters in Business Administration from Florida Metropolitan University. Max is the former President and CEO of TriniTech Inc., a multi-national computer technology corporation, and is also the founder and CEO of Diabetes Wellness Clinic of America, based in Gilbert, Arizona. While serving in his current leadership role with the Hispanic Community Council, Max is also an instructor and Hispanic Outreach Coordinator at Jamestown Business College.

After relocating to Jamestown, New York in 2009, Max was appointed Executive Director of the Eastside Family YMCA. In this role, Max established himself as an advocate and liaison for Hispanic children and families in the Jamestown community, while serving as a volunteer to numerous community organizations and committees. As a result of his commitment to promoting cultural diversity and strengthening Hispanic engagement in the Western New York area, Max established the Hispanic Community Council, whose mission is to provide advocacy and support for Hispanic citizens through coordination of educational, cultural opportunities, and social services to address the essential and changing needs of the families in Jamestown, Dunkirk and surrounding communities.

As President of the **Hispanic Community Council**, Max places the priority focus on supporting and building community-based programs and collaborations that can be offered to a broad spectrum of youth and young adults. A major role of the Hispanic Community Council is community outreach, personal development and allocation of resources. Max also seeks to provide assistance and solutions to those who have experienced trauma or severe life stressors, which pose significant challenges to those with limited resources. With the understanding that no single approach is the right one for every individual, Max applies his knowledge of a range of modalities including youth engagement, after school programs and family relationships.

Max is also an active contributor to a number of community organizations and committees, including:

- Jamestown Strategic Planning and Partnerships Commission: Diversity Action Team – Chairman
- Jamestown City School District Strategic Plan: Closing Achievement Gaps Committee – Co-Chairman
- Chautauqua County Diversity and Employability Committee Member
- Robert H. Jackson Center Education Committee
- Chautauqua Striders – Vice Chair
- CODE, Inc. – Board Member
- Reg Lenna Center For The Arts – Board Member
- Cornell Cooperative Extension – Board Member
- Jamestown Business College – Hispanic Outreach Coordinator

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**OBJECTIVE**

To secure a challenging and rewarding position in an organization that allows me to utilize my administrative, management, and computer technical skills, and to utilize my fluent Spanish skills on a daily basis.

**PROFESSIONAL EXPERIENCE**

2016 to Present

**Hispanic Community Council, Jamestown, New York**  
**CEO/Executive Director**

Responsible for bring together some of the most influential Hispanic community, corporate leaders and policymakers to discuss best practices and solutions for Hispanic inclusion in Chautauqua County. Provide leadership and management for the Center that offers comprehensive business counseling, training and referrals to other programs, private economic development organizations, and community resources.

Leadership & Management

- Maintain positive and productive relationships with existing community partners;
- Actively engage HCC staff, volunteers, interns, board members, event committees, community leaders, partnering organizations, and funders;
- Develop, maintain, and support a strong advisory board by supporting subcommittees as needed, seeking and building board involvement in maintaining strategic directions for short-term and long-term operations;
- Ensure effective systems to track scaling progress and regularly evaluate program components and staff performance, so as to measure successes that can be effectively communicated to the board, funders, and other constituents;
- Offer a leading voice and organizational perspective on social justice news and events, as needed.

Fundraising & Communications

- Develop and execute an annual development plan to meet revenue generating goals;
- Support the advisory board in meeting goals set in the organizational development plan;
- Maintain revenue generating activities to support existing and future program operations;
- Actively engage and cultivate past and potential individual and corporate donors;
- Ensure grant submission and reporting deadlines are consistently met.

Planning & New Business Development

- Design, improve and execute the business planning process for program expansion into new Hispanic community;
- Work to build partnerships in new Hispanic community, establishing relationships with relevant funders and political and community leaders;

2008 to Present

**Hope Diabetes Center / Diabetes Wellness Clinic of America, Mesa, Arizona**  
**VP of Business Development / CEO**

Responsible for the introduction of a unique diabetes reversal program with clinical support and scientifically-proven evidence of success in disease treatment and patient compliance.

- Creating and developing new market.
- Introducing the diabetes reversal program to doctors and patients.
- Write and negotiate contracts with doctors
- Attend conferences and trade shows

2010 to 2016

**Eastside Family YMCA, Jamestown, New York**  
**Executive Director**

Responsible for the overall operations of the branch, implementing the growth strategy that will enable the organization to reach its strategic and fiscal objectives as well as positioning the Y as the community leader in the areas of youth development, healthy living and social responsibility.

Responsible for fiscal management, financial development, program impact, staff and volunteer

development, and community education for the branch in accordance with the policies, procedures, and standards established by the Board of Directors of the Jamestown YMCA.

2006 to 2008

**Black Palm Restaurant, Inc.**, St Petersburg, Florida

**Restaurant Management Consultant**

Provided management assistance and oversight for a fine-dining restaurant serving 120 clients nightly.

- Ordered and received food and beverage inventory
- Monitored kitchen safety and restaurant cleanliness
- Assisted with food preparation
- Supervised customer service staff

2003 to 2005

**Datacom, Inc.**, Quebec, Canada

**Sr. Account Sales Manager**

Managed sales group and distributors, created and developed the United States market, created budgets, assisted with setting long and short term company goals, worked with government agencies and major distributors, and attended local and national trade shows.

2001 to 2003

**IP MobileNet, Inc.**, Santa Fe Springs, California

**National/International Sales Manager**

Managed international sales group and distributors, created and developed the foreign market, created budgets, assisted with setting long and short term company goals, worked with law enforcement, government agencies and major distributors both nationally and internationally, and attended major public safety trade shows.

1993 to 2001

**TriniTech, Inc.**, Largo, Florida

**President**

General responsibilities:

- Promoted full line of PC diagnostics and technical training products worldwide.
- Researched international industry tradeshow, coordinated arrangements and attended as an exhibitor and sales representative.
- Visited both potential and current distributors to fully understand their needs and capabilities.
- Developed and maintained relationships with distributors through frequent communications.
- Negotiated terms of sales with customers including terms of sale, shipping and payment.
- Translated human resources materials, product manuals, product labels and promotional materials including installation films and literature.
- Responded to all inquiries from potential foreign clients.

Specific achievements:

- Introduced a new product, Y2K fix and PC diagnostic hardware and software to various international markets.
- Invited by President Clinton administration to participate in Northern Ireland economic development conference.
- Increased international sales by 80% between October 1997 and October 2000.
- Added 7 new major accounts to the list of active international customers in a 3-month period.
- Developed and managed an international sales budget of \$600,000.
- Attended trade shows and visited clients throughout the US, Mexico, Central and South America, Brazil, Caribbean and Spain.
- Wrote and negotiated contracts with distributors in Mexico, Brazil, South Korea, Dominican Republic and Spain.

1988 to 1993

**Moog, Inc.**, Clearwater, Florida

**Systems Analyst**

Analyzed malfunctions, specified rework required on all types of servo valves, and designed and developed automated test stand using Apple Macintosh Fx system.

1984 to 1987

**Sperry Corporation**, Clearwater, Florida

**Systems Analyst**

Analyzed malfunctions and inspections of sensitive (secret) military equipment.

1977 to 1980

**United States Navy**, Jacksonville, Florida

Plane Captain Supervisor, responsible for the pre-flight and the maintenance of the A7-E Airplane.

1980 to 1999

**U.S. Navy Reserves / National Guard**

Computer Systems Analyst

**EDUCATION**

- 1989 to 1991 **Florida Metropolitan University**, Tampa, Florida  
Masters in Business Administration
- 1986 to 1988 **Tampa College**, Tampa, Florida  
Bachelor of Science in Computer Information  
Minor: International Business
- 1984 to 1985 **Broward Community College**, Ft. Lauderdale, Florida  
Associate in Arts
- 1982 to 1984 **Broward Community College**, Ft. Lauderdale, Florida  
Associate in Electronic Technology  
Minor: Computer Technology
- 1983 to 1984 **Miami Lakes Technical Education Center**, Miami Lakes, Florida  
Certificate in Industrial Electronics

**PERSONAL**

Hispanic, Bilingual in English/Spanish  
US Navy / National Guard Veteran, 21 years

**Personal Skills**

- |                            |                                |                   |
|----------------------------|--------------------------------|-------------------|
| B2B/B2C Sales              | Global Markets                 | Sales Training    |
| Professional Presentations | Account Growth                 | Sales Forecasting |
| Public Relations           | Partnerships/Alliances         | Team Building     |
| Closing the Deal           | Contract Negotiations          | Staff Retention   |
| Business Plan Development  | Vendor & Customer Relationship | Management        |