

Profile

Michael

First Name

S

Middle Initial

Saltman

Last Name

233 Plantation Rd

Home Address

Suite or Apt

Palm Beach

City

FL

State

33480

Postal Code

ms1467@aol.com

Email Address

Home: (470) 255-4805

Primary Phone

Alternate Phone

Which Boards would you like to apply for?

Code Enforcement Board: Submitted

Question applies to multiple boards

I am a resident of the Town of Palm Beach (Initial below)

Ms

Question applies to multiple boards

Please attach proof of Town of Palm Beach residency. Failure to attach proof of residency shall be grounds to reject your application. Proof of residency shall be either a copy of your Florida's Driver's License matching the address of your residence as shown on this application, a copy of a utility bill in your name at the residence address shown on this application, or by providing an original, fully executed and notarized Declaration of Domicile with this application.

Question applies to multiple boards

Verified - KMC

Please upload proof of residency

Legal Services

Occupation

In what area of town do you live?

☒ South

Interests/Experience

Question applies to Code Enforcement Board

Why are you interested in serving on the Code Enforcement Board?

As a proud member of the palm beach community, I would like to give back to my fellow neighbors by ensuring that everyone meets the standards necessary to preserve the beauty and safety of our town.

Question applies to Code Enforcement Board

How many meetings of the Code Enforcement Board have you attended in the last year?

1

Please indicate if there are any periods of time for which you will be unavailable for meetings.

I'm flexible on days and times

Question applies to multiple boards

If you have served on any boards/commissions/committees in the Town of Palm Beach or elsewhere, please list them and include details such as length of service, attendance record, etc.

Oakview Home Owners Association

Question applies to Code Enforcement Board

Do you have any personal experience with the Code Enforcement Board in the Town of Palm Beach or other jurisdictions? (Please explain)

I do not

Are you a member of any of the following organizations? (Check all that apply)

☒ Other

Present Occupation

Chief Reveue Officer

Michael S Saltman

No. of years

5

Past occupation(s)

President Legal Services

No. of years

15

Please provide details regarding your educational background:

I have a college degree

Question applies to Landmarks Preservation Commission, Code Enforcement Board

Do you have a degree in, or have you taken courses in, any of the following fields of study: (Check as many as are applicable) *

- ☒ Architectural History
- ☒ Law
- ☒ Municipal Planning
- ☒ Law Enforcement/Code Enforcement

Upload a Resume

Have you ever been convicted or pled guilty or nolo contendere to a crime other than minor traffic violations?

☐ Yes ☒ No

If you are currently serving on a Town board, commission, or committee, please identify in the space below and check the "I Agree" box indicating that you will resign from that position if you are appointed to the position you are seeking in this application.

I agree that I will resign from the board, commission, or committee if I am appointed to the position I am seeking in this application.

☒ I Agree

Question applies to Code Enforcement Board

Why do you feel you are qualified to serve on the Town's Code Enforcement Board?

I believe I'm qualified to serve on the Board because of my impartiality, good judgement, experience, and work ethic. I'm viewed by my peers as good leader, hard working and a team player

Michael S Saltman

Question applies to multiple boards

In the event you are applying to be a Regular Member and you are not successful, will you accept appointment as an Alternate Member should the Town Council wish to appoint you as an Alternate Member?

☒ Yes ☐ No

To enable Town Council to consider potential conflicts of interest, please list the family members who live and/or work in the Town of Palm Beach, including your spouse, parents, siblings or children.

None

Demographics

Some boards and commissions require membership to be racially, politically or geographically proportionate to the general public. The following information helps track our recruitment and diversity efforts.

Ethnicity

☒ Caucasian/Non-Hispanic

Gender

☒ Male

Physically Disabled

☐ Yes ☒ No

I hereby certify that I have read the sections of the Town Code of Ordinances for the particular board/commission/committee that I have selected above and have noted the description of the board/commission/committee and its members' duties, and further I have read the regulations concerning absences and conflicts of interests. I certify the information given by me is true and complete to the best of my knowledge and belief. I understand that any falsification of material facts will be grounds for rejection of this application of dismissal after appointment.

☒ I Agree

Question applies to Code Enforcement Board

Please attach proof of residency (as listed above) with this application.

Please note that Board/Commission applications will expire on December 15 of each year.

CODE ENFORCEMENT BOARD

Hears cases involving violations of the Town Code and ordinances and imposes administrative fines and other noncriminal penalties where a pending or repeated violation exists. Members must be residents and are appointed by Town Council on the basis of experience or interest in the fields of zoning and building control. The Board includes, whenever possible, an architect, business person, engineer, general contractor, realtor, subcontractor, general member, or person with experience in the field of public health. In addition, the Town Council may appoint two alternate members for the purpose of serving in the absence of any of the board members. Members (and alternate members) shall be appointed for terms of three years. A member of the code enforcement board shall not be appointed for more than two consecutive three-year terms, but shall be eligible for reappointment upon the lapse of nine months after the expiration of the member's second consecutive three-year term.

MICHAEL SALTMAN

Palm Beach, FL 33480

Home: 4702554805 - Cell: 4046942920 - ms1467@aol.com

PROFESSIONAL SUMMARY

An accomplished and innovative Senior Executive with superior critical thinking and leadership skills. Over 20 years of operational, sales marketing and revenue achievement in the Insurance, legal and financial services Industries. Extensive background in building high performance sales teams, strategic marketing, financial analysis and accelerating growth strategies. A passionate and committed leader known for building profitable and sustainable revenue streams through creativity, teamwork and superior communications.

ACHIEVEMENTS

- Grew Revenue from \$8 Million to 59 Million in 6 years
- Implemented MEDDIC Sales Methodology to optimize sales process
- 80% of sales team exceeded sales quotas year over year
- Built Strategic Partnerships that generated 10-15 percent growth annually

WORK HISTORY

01/2019 to Current

Chief Revenue Officer

Resolute Systems – Palm Beach, FL

- Developed industries first nationwide marketplace of mediators and arbitrators to service law departments and claims operations.
- Increased revenue by 30% in 2019 and 25% in 2020.
- Developed and executed go-to-market strategy to drive company success in exceeding revenue and profitability goals.
- Drove operational excellence at every stage of sales funnel and buyer journey and developed innovative strategies to sell to existing partners and consumers.
- Aligned organizational objectives with company mission, increasing revenue, profit and business growth by collaboratively developing integrated strategies.
- Maintained P&L and shouldered corporate fiscal responsibility
- Grew sales team by sourcing well-qualified employees using new recruitment strategy.
- Developed innovative sales and marketing strategies to facilitate business expansion.

01/2007 to 01/2019 **President**

Esquire Solutions – Atlanta, GA

- Increased company revenue from \$8 million to \$59 million in eight years by developing aggressive new B2B legal services marketplace solution.
- Built high performing sales team consisting of 12 inside sales representatives and 15 business development managers.
- Resolved problems with high-profile customers to maintain relationships and increase return customer base.
- Performed monthly sales forecasting and competitive analysis to determine product performance levels and need for new technology developments.
- Built productive relationships with industry partners and competitors to support strategic business objectives.
- Improved business profits by 7% through strategic updates to processes, procedures and team makeup.
- Cultivated forward-thinking, inclusive and performance-oriented business culture to lead industry in innovation and push progress.

EDUCATION

1991

Bachelor of Science: Business Administration

SRU - Slippery Rock, PA

BOARD APPOINTMENTS

CCIQ, Claims Marketplace

RPC Strategies, Strategic Marketing Consultancy

Protection From Abuse, Non-Profit

Kind Snacks