

Contact Information -- Person ID: 57055168

Name: David J. Ocheltree Address: [REDACTED]
 Home Phone: [REDACTED] Alternate Phone: [REDACTED]
 Text Messaging Mobile No: [REDACTED] Email: [REDACTED]

Personal Information

Driver's License: Yes, [REDACTED] Class R
 Can you, after employment, submit proof of your legal right to work in the United States? Yes
 What is your highest level of education? Master's Degree

Preferences

Minimum Compensation: \$75,000.00 per year
 Are you willing to relocate? Yes
 Types of positions you will accept: Regular

Objective

My objective is to bring unique value to the department and community through proactive relationship building, community service, and professionalism that help foster a safe environment.

Education**Graduate School**

Western Governors University
 www.wgu.edu
 -
 Salt Lake City, Utah

Did you graduate: Yes
 Major/Minor: Master of Business Administration
 Degree Received: Master's

College/University

Pennsylvania State University
 www.psu.edu
 -
 State College, Pennsylvania

Did you graduate: Yes
 Major/Minor: Kinesiology
 Degree Received: Bachelor's

Work Experience**Analyst Relations Manager**

4/2022 - 11/2023

IBM
 www.ibm.com
 1 New Orchard Road
 Armonk, New York 10504
 (914) 499-7777

Hours worked per week: 40
 # of Employees Supervised: 0
 Name of Supervisor: Brandy Hartford - Sr. Manager, Analyst Relations
 May we contact this employer? Yes

Duties

- * Orchestrated and executed strategic analyst relations plans for the IBM Network Automation portfolio and IBM Watsonx GenAI, resulting in a measured increase in Marketing Qualified Leads (MQLs) through impactful analyst-customer interactions.
- * Led the development and implementation of analyst strategies for the successful launch of the Hybrid Cloud Mesh solution and IBM Watsonx Code Assistant, IBM's pioneering generative AI solution.
- * Directed the planning, execution, and assessment of analyst webinars and international conferences, demonstrating financial acumen through budget management and effective contract

negotiations.

Reason for Leaving

Laid Off

Sr. Solution Specialist

7/2019 - 4/2022

IBM Watson Health (now Merative)
www.merative.com
100 Phoenix Drive
Ann Arbor, Michigan 48108
844.637.2848

Hours worked per week: 40
of Employees Supervised: 0
Name of Supervisor: Dan Mintz -
Sales Manager
May we contact this employer? Yes

Duties

- * Achieved 198% of quota, effectively managing and expanding key life sciences customers. Enhanced clinical trial efficiency, accelerated insights generation, and demonstrated therapeutic value through customized data, software, and AI/ML technologies.
- * Directed the planning, execution, and assessment of analyst webinars and international conferences, demonstrating financial acumen through budget management and effective contract negotiations.
- * Drove new business and expanded strategic accounts through innovative whitespace and greenfield market strategies, including solution revamps, marketing campaigns, custom services offerings, and internal training.
- * Contributed as a board member to the international Invention Development Team, filing multiple patents and mentoring inventors.
- * Recognized as an IBM Champion Learner, ranking in the top 3% of all IBM professionals, and earned 31 badges for expertise and achievements in the field.

Reason for Leaving

Company sold off

Business Development Executive

3/2018 - 3/2019

MountainSeed
www.mountainseed.com
2100 Powers Ferry Rd UNIT 410
Atlanta, Georgia 30339
(855) 640-0905

Hours worked per week: 40
of Employees Supervised: 0
Name of Supervisor: Patrick Roberts
- Chief Revenue Officer
May we contact this employer? Yes

Duties

- * Surpassed sales targets, achieving 125% of quota through successful partnerships with \$1-5 billion financial institutions and ancillary markets. Focused on selling regulatory services and a procurement SaaS platform.
- * Conducted thorough cost-benefit analyses, assessing the Return on Investment (ROI) for financial institutions by analyzing current operations and negotiating contracts.
- * Spearheaded the design and implementation of new standard operating procedures, optimizing the efficiency of the sales team and its processes. Took charge of training new Sales Development Representatives (SDRs).

Reason for Leaving

Pursue other opportunities

Senior Portfolio Manager

6/2015 - 10/2017

Kabbage, Inc. (now American Express)
<https://www.americanexpress.com/en-us/business/blueprint/business-line-of-credit/>
730 Peachtree St NE #1100

Hours worked per week: 40
of Employees Supervised: 0
Name of Supervisor: John Booher -
Sr. Manager, Relationship
Management
May we contact this employer? Yes

Atlanta, Georgia 30308
212-640-2000

Duties

- * Consistently exceeded monthly quotas, emerging as a top producer by surpassing \$4 million+ targets, maintaining an average performance of over 100% of quota.
- * Provided expert consultation to Small and Medium-sized Businesses (SMBs), conducting comprehensive reviews of financial, profit and loss (P&L), and forecasting statements to optimize cash flow.
- * Functioned as the industry vertical expert, conducting ongoing training sessions for the sales team and actively contributing to the onboarding process for new employees.

Reason for Leaving

company layoffs

Product Specialist

3/2014 - 4/2015

Genesee Scientific
www.geneseesci.com
900 Vernon Way
El Cajon, California 92020
(800) 789-5550

Hours worked per week: 40
of Employees Supervised: 0
Name of Supervisor: Mike Mancia -
Sales Manager
May we contact this employer? Yes

Duties

- * Consistently exceeded monthly quotas, emerging as a top producer by surpassing \$4 million+ targets, maintaining an average performance of over 100% of quota.
- * Successfully sold research laboratory chemicals, commodities, and capital equipment to universities and biotechnology companies.
- * Expanded a two-state territory through resourceful lead generation, market analysis, and effective pipeline management. Achieved a remarkable increase of over 100% in sales with existing customers.
- * Implemented strategic channel distribution plans in collaboration with key partners, including GE Life Sciences and Eppendorf, to enhance market reach and optimize sales opportunities.

Reason for Leaving

Laid off

Packaging Sales Consultant

2/2013 - 3/2014

Xpedx (now Veritiv)
www.veritiv.com
261 River Rd
Clifton, New Jersey 07014
(973) 405-2300

Hours worked per week: 40
of Employees Supervised: 0
Name of Supervisor: Terence
Sheehy - Sr. Sales Manager
May we contact this employer? Yes

Duties

- * Graduated from International Paper's SOAR technical sales training program, demonstrating excellence in technical sales.
- * Consulted with warehousing and distribution executives to enhance warehouse automation by streamlining packaging lines, selling capital equipment, and implementing effective packaging solutions that resulted in reduced shipping costs.
- * Managed the distribution of Original Equipment Manufacturer (OEM) products, collaborating with channel partners such as 3M and Newell Brands to optimize product offerings and market reach

Reason for Leaving

Company merger

Squad Leader, Platoon Leader (Interim)

10/2009 - 3/2014

Hours worked per week: 8
of Employees Supervised: 30

U.S. Army Reserves
<https://www.usar.army.mil/>
2501 Ford Road
Bristol, Pennsylvania 19007
215-677-4540

Name of Supervisor: Matthew Hoover - Commanding Officer
May we contact this employer? Yes

Duties

- * Led a maintenance platoon overseeing the maintenance of 10 HMMWVs, 5 LMTVs, 2 MTVs, and 1 HEMTT, managing 5 direct leadership reports and over 30 indirect reports.
- * Developed, briefed, and executed company-wide operation orders, encompassing convoy objectives, personnel support, rules of engagement, and risk management.
- * Received multiple awards and recognitions for outstanding performance, reflecting dedication and exceptional leadership within the U.S. Army Reserves.

Reason for Leaving

Discharge

Certificates and Licenses

Skills

Office Skills

Typing:
Data Entry:

Other Skills

Professionalism Expert - 10 years and 0 months
Customer Service Expert - 10 years and 0 months
Relationship Building Expert - 10 years and 0 months
Technical Aptitude Intermediate - 10 years and 0 months
Leadership Intermediate - 6 years and 0 months

Languages

English - Speak, Read, Write

Additional Information

Publications

Patents & Publications

"Environment augmentation based on individualized knowledge graphs" - (pending) US Patent No. US-20220164680-A1 - Date of Application: Nov. 24, 2020

- The processor creates a multi-layered knowledge graph (KG), wherein the first layer is a core KG, a second layer has application-specific structured facts, and a third layer has individualized facts.

"Vehicular environment management for sudden events" - (pending) US Patent No. US-20220176978-A1 - Date of Application: Nov. 23, 2021

- A method, computer system, and computer program product for managing medical events affecting a driver or passenger of a vehicle are provided.

Volunteer Experience

American Corporate Partners (ACP) (2021 - 2022)

Mentor

- Mentored transitioning veterans on resume and interview skills, career advancement, professional networking, and translating military experience into civilian terms.

Volunteer Experience

Downingtown East High School (2012)

JV Baseball Coach

- Coached and mentored junior varsity high school baseball team, personally mentored a player who was drafted.

Additional Information

Professional Certificate – Product Management – Cornell
Health Informatics Specialization – Coursera & Johns Hopkins
IBM Applied AI Professional Certificate

References

[Redacted Reference]

[Redacted Reference]

[Redacted Reference]

[Redacted Reference]

Resume

Text Resume

Attachments

Attachment	File Name	File Type	Created By
David Ocheltree Resume.pdf	David Ocheltree Resume.pdf	Resume	Job Seeker

Agency-Wide Questions

1. Q: Do you have any relatives who work for the City of Arvada?
A: No

2. Q: If you answered 'yes' to the nepotism question, please provide their name and relationship to you.

A: N/A

3. Q: Are you at least 18 years of age?

A: Yes

4. Q: Can you perform the essential job functions of the position, with or without reasonable accommodations, as stated on the job description and/or job posting?

A: Yes

5. Q: If required, are you willing to submit to a post job offer pre-employment physical examination by a City-appointed physician, and for job-related reasons thereafter?

A: Yes

6. Q: If required, are you willing to submit to a criminal background check for the job related reasons thereafter?

A: Yes

7. Q: Are you currently employed by the City of Arvada?

A: No

8. Q: Have you ever been employed by the City of Arvada?

A: No

9. Q: If so, what department/supervisor?

A: N/A

10. Q: May we contact your present employer regarding work performance, qualifications, etc. after a conditional offer is extended?

A: Yes

11. Q: Have you ever been fired or asked to resign from a position?

A: No

12. Q: If yes, please explain.

A: N/A

13. Q: Where did you first hear about this opportunity?

A: City Website

14. Q: When would you be available to start?

A: Immediately

Supplemental Questions

1. Q: Will you have a Bachelor's Degree by date of hire?

A: Yes

2. Q: Do you have a valid Driver's License?

A: Yes

3. [REDACTED]
[REDACTED]

4. Q: Are you 21 years of age or older?
A: Yes

5. Q: Do you understand that working weekends, nights, and holiday are part of a Police Officer's Schedule?
A: Yes

6. Q: Did you apply AND TEST within the last 6 months for either the Police Officer Recruit or Police Officer Certified/Lateral for the City of Arvada?
A: No

7. [REDACTED]
[REDACTED]
[REDACTED]

8. [REDACTED]
[REDACTED]

9. [REDACTED]
[REDACTED]
[REDACTED]

[REDACTED]
[REDACTED]



City of Arvada Police Recruit

SALARY	\$6,450.02 Monthly \$77,400.24 Annually	LOCATION	Arvada, CO
JOB TYPE	Benefited Full Time	JOB NUMBER	2023-00214
DEPARTMENT	Department of Public Safety	OPENING DATE	10/20/2023
CLOSING DATE	3/21/2024 11:59 PM Mountain	FLSA	Non-Exempt

Position Purpose

**Arvada Police Department
Police Officer
Applications now open**

Lateral Police Officers

New Recruits

"Find the good in everyday"

Position will receive an additional 1.5% education premium for Bachelor's Degree requirement.

This posting is for the August 2024 Academy. Arvada offers a pre-academy where start date will be prior to August Academy date.

****Please note: This position does REQUIRE a Bachelor's degree. Also, if you have participated in a testing process with the City of Arvada Police Department but were not selected, you must wait 6 (six) months to reapply unless your status has changed to Colorado certified or lateral candidate.**

BEFORE APPLYING PLEASE CLICK THIS LINK TO REVIEW OUR LIST OF DISQUALIFICATIONS OF BEING ELIGIBLE TO

HIRE FOR ANY POSITION AT THE POLICE DEPARTMENT: <https://www.arvadabuiltblue.org/#basics>

Salary Range for 2024 Police Officer:

Upon completion of the academy (step 1), annual salary: **\$83,283**

Completion of the first year (step 2) annual salary: **\$89,321**

Completion of second year (step 3) annual salary: **\$95,796**

Completion of third year (step 4) annual salary: **\$102,742**

Completion of fourth year (step 5) annual salary: **\$110,190**

Position Purpose

Attends and successfully completes a Colorado P.O.S.T. training academy. Must pass the Colorado P.O.S.T. certification test and obtain Colorado peace officer certification.

Job Functions / Scope of Authority

ESSENTIAL JOB FUNCTIONS

- Attends and successfully completes Certified Colorado Police Academy.
- Maintains physical fitness.
- Pass P.O.S.T. certification testing for the State of Colorado.
- Completes ride-a-longs with police officers during academy.
- Reviews personnel and department rules and regulations.
- Provides court testimony and case preparation for all cases including traffic, criminal or civil requiring the officer's presence or the officer's reports in municipal, state or federal court.
- Demonstrates a respectful attitude towards customers and coworkers that promotes teamwork, open communication, and effective customer service.
- Acts with the customer in mind, responds to requests promptly and provides effective services or solutions for customers.
- Exercises appropriate level of initiative and judgment to make decisions within the scope of assigned authority.

ESSENTIAL KNOWLEDGE, SKILLS AND ABILITIES

- Knowledge, skills and abilities learned in Certified Colorado Police Academy.
- Ability to learn basic computer programs such as Oracle and Google.
- Ability to effectively communicate information, both verbally and in writing, to support organizational objectives and interact with all levels of personnel within the city in a positive and cooperative manner.

OTHER FUNCTIONS:

- Familiarize Themselves with City and Police Department

--Employees are held accountable for all duties of this job--

SCOPE OF AUTHORITY:

Receives and responds to all training required for Colorado P.O.S.T. certification.

Financial Accountability:

No financial responsibility.

SUPERVISION EXERCISED:

No supervisory responsibility.

Working Environment / Qualifications

WORKING ENVIRONMENT/PHYSICAL ACTIVITIES:

The work environment/physical activities described here are representative of those an employee encounters while performing the essential functions of the job.

Work is primarily performed in an office and outdoor environment with moderate noise levels. Physical effort and activities include: Constant speaking, hearing and listening, and use of hands. Frequent standing, walking, crouching, kneeling, reaching, and crawling. Close focus on details at a close distance. Visual acuity to operate machinery or perform tasks at arm length. Visual acuity to operate a motor vehicle. Visual acuity to make general observations or inspections. Exposure to classroom environment, firearms range, driving, physical agility for self-defense and arrest control, and exposure to adverse weather conditions. Physical confrontation, first aid, moving equipment. This position requires moderate physical work lifting, pushing or pulling objects up to 100 pounds occasionally and up to 50 pounds frequently. Occasional fire and smoke investigations.

MINIMUM REQUIRED QUALIFICATIONS (EDUCATION, LICENSE, TRAINING AND EXPERIENCE):

Bachelor's Degree and valid Colorado driver license required. Must be a minimum of 21 years of age, ability to obtain certification in job related functions such as intoxilyzer, self-defense and arrest tactics, proficient in firearms, good health and fitness level.

Vision Mission Values

The City's Core values are in every employee's individual Performance Plan which helps us to reinforce our expectations for living and working by our Core Values.

Every City employee is expected to perform his/her job to the highest professional standards. This includes upholding the City's values with integrity and accountability, acting in a manner that is respectful and inclusive towards others, and adhering to the City's policy on employee conduct as detailed in the personnel rules sec. 70-143.

Vision: We Dream Big and Deliver

Mission: We are dedicated to delivering superior services to enhance the lives of everyone in our community.

Values:

Innovation: We excel in creativity, flexibility and the use of best practices while valuing diverse backgrounds, ideas and perspectives.

Passion: We are a high performing, inclusive team inspiring each other to pursue excellence.

Opportunity: We value our diversity, embrace possibilities, face challenges, persevere and take action to deliver quality results.

City of Arvada Police Department

THE MISSION

We, the members of the Arvada Police Department, pledge

RESPECT

For the law, our community, and one another

DEDICATION

To service and professionalism

RESPONSIBILITY

For public safety and ethical conduct

WE WILL ALWAYS STRIVE FOR EXCELLENCE.

Agency

City of Arvada

Address

8101 Ralston Road

Arvada, Colorado, 80002

Phone

720-898-7555

Website

<http://www.arvadaco.gov>

Police Recruit Supplemental Questionnaire

*QUESTION 1

Will you have a Bachelor's Degree by date of hire?

- Yes
 No

*QUESTION 2

Do you have a valid Driver's License?

- Yes
 No

*QUESTION 3

Do you have ANY history of drug sales?

- Yes
 No

*QUESTION 4

Are you 21 years of age or older?

- Yes
 No

*QUESTION 5

Do you understand that working weekends, nights, and holiday are part of a Police Officer's Schedule?

- Yes
 No

*QUESTION 6

Did you apply AND TEST within the last 6 months for either the Police Officer Recruit or Police Officer Certified/Lateral for the City of Arvada?

- Yes

No

***QUESTION 7**

The City of Arvada observes Federal laws regarding marijuana. Have you ingested marijuana in ANY form within the past 12 months?

Yes

No

***QUESTION 8**

Have you used any illegal drugs (excluding marijuana) within the past 5 years?

Yes

No

***QUESTION 9**

Have you fraudulently obtained a prescription medication or controlled substance not prescribed to you?

Yes

No

QUESTION 10

If you answered "yes" to any of the drug related questions above, please explain.

*** Required Question**