

## DAVID J. VALENTINO

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### CURRENT EXPERIENCE

#### CIVIC PLUS

##### ***Account Manager, Growth***

Growth, Renewal Specialist

##### ***Business Development Specialist***

Brand Development, Expansion

Manhattan, KS (Remote)

January 2023 - Current

March 2022 – January 2023

#### FRUITFUL MIXOLOGY

##### ***Social Media Manager, Community Engagemen***

##### **Brand Development, Product Implementation**

- Overseeing company introduction and branding across multiple social media platforms, Interacting with customers and potential vendors in a positive and community-focused delivery.
- Pairing product alongside classic haunts in a post-lockdown Covid-era Connecticut Bar and Restaurant scene, branding the product as local and community-focused, with attention to detail in Post-Pandemic.
- Focused on outreach and brand development in anticipation of product expansion and sales into the states of Florida and Georgia.

East Hartford, CT

February 2021 – March 2022

#### VAXYR, Inc.

##### ***Growth Manager***

##### **Outreach, Product Development**

- Facilitated the connection between ongoing product developments / troubleshooting alongside customer growth, acquisition, and activation.
- Playing a key role in a startup environment for customer retention, up-selling, and product services to help close gaps in HIPPA-Compliant Vaccine data storage within the needs of Human Resource Services for companies ranging from 20 – 2000 employees.
- Outreach work connecting to potential clients through multiple modes of communication, focusing on companies in economic regions of the United States that held vaccine mandates as part of their economic reopening plan.

Austin, TX (Remote)

September 2021 – March 2022

### INVOLVEMENT

New Haven Historic Districts Commission, Appointed Commissioner

2012 - Current

Tweed-New Haven Airport, Environmental Stewardship Committee Member

2022 - Current

Neighborhood Works of America, Community Leadership Institute Member

2021 - Current

New Haven Economic Development Commission, Appointed Secretary

2018 - 2022

Recovering Citizenship Learning Collaborative, Board Member

2017-2021

Diversity, Equity, and Inclusion Board Member, APT Foundation

2015-2021

Scholarship Committee - APT Foundation, Committee Member

2016-2021

NHS of New Haven, Resident Leadership Program Member

2020

New Haven Democracy School Member, Class of 2018

2017-2018

Intensive Outpatient Program Development Team Member, APT Foundation

2015-2018

## EDUCATION

CENTRAL CONNECTICUT STATE UNIVERSITY  
*Master of Science, Counseling* - Chi Sigma Iota, Chi Alpha Mu.  
*Bachelor of Arts, History & Psychology*

New Britain, CT  
May 2014  
May 2010

## PREVIOUS EXPERIENCE

APT FOUNDATION  
*Clinician, Researcher, Certified Acu-Detox Specialist*

New Haven, CT  
December 2014-February 2021

### **Counselor / Case Management**

- Provided group, couples, and individual counseling sessions through a comprehensive recovery-oriented and trauma informed treatment planning process.
- Utilized motivational interviewing to create a solution-focused, harm-reduction Treatment Planning for patients that are actively receiving opioid replacement therapy, documented thoroughly through SMART Solutions EHS Software.
- Composed signature ready correspondences including recommendation letters, parole updates, DCF referrals, and advocacy outreach using MS Word, organization wide emails and appointment scheduling with MS Outlook, and organizes case management notes and clinical scholarship applications using MS Excel.

### **Intensive Outpatient Program Team Member**

- Worked alongside a small group of clinicians to facilitate closed sessions within the clinic for the IOP patient population.
- Met three hours a day, three days a week to facilitate intensive group counseling sessions, individual sessions and couple and family therapy sessions enhanced with MS PowerPoint presentations.

### **Moms 'n' Kids Research Advisory Board Member**

- Partnered with the Yale Child Study Center to implement the first phase of a long-term research study on family dynamics alongside addiction and recovery.

### **Acupuncture Detoxification Specialist**

- Administered Acu-Detox group counseling sessions weekly with patients.

### **Vocational / Economic Development**

- Connected patients seeking vocational work with the growing trends in career development, tech development, and the future of South-Central Connecticut's economy.

NEW HAVEN PUBLIC SCHOOLS,  
James Hillhouse High School & Fair Haven K-8 School

New Haven, CT  
December 2012-June 2014

### ***School Counselor Intern***

#### **Management**

- Worked with and advocated for a diverse population of 50+ inner-city high school students and their families surrounding social/emotional identities, career development, and academic obligations/deadlines.

#### **Crisis Team Member**

- Assisted in the counseling of students, staff, and community to address ongoing trauma within the community and ways to reduce harm and promote opportunity.
- Worked with 'at-risk' students regarding school retention, truancy, post-secondary planning, and objectives.

#### **Events Development**

- Developed and implemented weekly extracurricular educational groups for the minority-majority students and staff population to expose interested members to diverse and unique populations firsthand. Guest speakers included HIV-positive women, transgender men, deaf parents, Muslim immigrants, teen mothers, recovering drug addicts, and local young professionals of color.

EARLY CHILDHOOD LEARNING CENTER, HEAD START,  
***Community Engagement, Classroom Management***

New Haven, CT  
August 2012-August 2013

#### **Leadership**

- Developed and implemented monthly events surrounding closing of the urban student achievement gap and to advocate for more funding for early childhood centers and affiliated behavioral health care resources for young children.
- Oversaw and maintained the classroom management, curriculum redevelopment, and truancy intervention across a hardscrabble program in danger of losing funding.

#### **Advocate**

- Represented families in cases of lead poisoning, speaking to experts surrounding high levels of lead in both subsidized government housings and local market-rate local housing.

#### **Family Outreach**

- Interacted with community members to review changes taking place within the school and to bridge the neighborhood to local public services and regional resources.

AMERICORPS, CENTRAL CONNECTICUT STATE UNIVERSITY,  
***Assistant to Director, VISTA Supervisor, Events Coordinator***

New Britain, CT  
January 2012-May 2012

#### **Program Development**

- Fostered and implemented public events surrounding local recycling and green initiatives. Coordinated staff events to prepare and educate the student population with their surrounding community and the risks currently facing the city's overall population for economic growth and stability.

#### **Supervisor**

- Oversaw and managed a staff of twenty VISTA tutor and mentor volunteers that focused on connecting local college students with the New Britain public population.