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CITY OF AMESBURY, MA



Amesbury

Mayor **Kassandra Gove**

Office of the Mayor
City Hall, 62 Friend Street
Amesbury, MA 01913-2884

(978) 388-8121
Fax: (978) 388-6727
govek@amesburyma.gov

Certificate of Appointment

September 3, 2021

I appoint Andrew LeFleur to the position of member of the Amesbury Housing Trust for a term to expire April 30, 2023, and I certify that said person is qualified to perform the duties of the said office, and I make this appointment solely in the interest of the City of Amesbury. This appointment shall not become effective until twenty-one days following filing with the city clerk, in accordance with the Amesbury Home Rule Charter.

Kassandra Gove
Mayor

AMESBURY

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Massachusetts

Published on Amesbury, MA (<https://www.amesburyma.gov>)

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Submission information

Form: [Volunteer Application for Appointed Positions](#) [1]

Submitted by Anonymous (not verified)

June 23, 2021 - 4:21pm

108.162.219.156

Name

ANDREW LEFLEUR

Home Address

79 CEDAR ST

Mailing Address (if different)

Phone Number

2078384042

Email Address

DREWLEFLEUR@GMAIL.COM

Which Board, Commission or Committee are you applying for?

Housing Trust

Other:

Please explain why you would like to serve on a particular Board, Commission or Committee.

I am interested in joining to be able to serve the community as well as explore the possibility of public service long term.

Please briefly describe your education and any relevant work or life experience or other activity which, in your opinion, would be beneficial in carrying out the responsibilities of this office. If necessary, attach additional sheets or your resume.

I am a real estate professional part time as well as a business professional full time working for a property data organization, I work specifically in innovation and digital strategy. I am a college grad with a BS in social sciences, so I have spent time researching demographics in a multitude of fields.

Please list any City offices you have held in Amesbury or elsewhere. Please share the name of the Office held, the date you were appointed or elected, and the date when your term expired.

N/A

Public service on a Board, Committee, or Commission can be demanding. Please indicate the realistic time commitment you are willing and able to make.

6+ hours per week

Additionally, please describe any standing commitments you may have which might conflict with set meeting schedules.

N/A

How did you hear about the vacancy on this City Board, Committee or Commission?

City Website

Electronic Signature

ANDREW LEFLEUR

Date

June 23, 2021

Source URL: <https://www.amesburyma.gov/node/91473/submission/48161>

Links

[1] <https://www.amesburyma.gov/home/webforms/volunteer-application-for-appointed-positions>

Andrew LeFleur

Principal, Customer Success

207.838.4042

drewleflour@gmail.com

linkedin.com/in/andrewleflour/

Experienced SaaS A.I. customer success and account executive professional working with Fortune 100 and 500 clients, with a history of orchestrating successful sales strategies and business initiatives designed to prove ROI and increase revenue. Through eleven years in progressive roles with large sales organizations, I have refined my relationship-building skills and experience working collaboratively with C level stakeholders and vendors.

PROFESSIONAL EXPERIENCE

Principal, Customer Success

CoreLogic, October 2020 - Present

Onsite resource, and overall responsibility for the long term digital strategy and innovation at single client.

- Oversight of client implementations, pilots, user acceptance testing, production roll-outs and training sessions as required
- Lead new product discussions to include workflow impact and implementation plans (not demos but in depth product placement discussions)
- Manages moderate to significant improvements to the client's ongoing process, system or product challenges

Real Estate Agent,(part time)

Berkshire Hathaway, July 2019 - Present

Senior Customer Relationship Manager

LogMein, April 2019 – October 2020

Overall responsibility for post-sale customer relationship and lifecycle. Working with customers to develop and execute success plans that outlines how A.I. will be addressing their critical needs both immediately and in the future.

- Leading a team to define process and best practices for Customer Success team and expanding across Bold360 business unit
- Land and expand method of growth across accounts, while scoping new projects for our product and PS teams
- Quarterback ongoing management and retention of enterprise customers (includes reporting and analysis on utilization and risk evaluation, optimization of content, and A.I. functionality)
- Created and implemented mentor/ "buddy" program with junior colleagues

Areas of expertise

Relationship Building
Account Management
Scoping
A.I. – NLP: Content
Business Development
Data Analysis
Forecasting
Onboarding
Staff Management

Skills

Microsoft Office Suite
Salesforce
Constant Contact
Large audience presentations
Microsoft Project + Workfront
Contract Negotiation
Adobe
SAP Ariba
SAP Business intelligence