**JULIA CHIAPPETTA 203-977-3519** **julia@juliachiappetta.com**

**BUSINESS DEVELOPMENT  |  MEETING & EVENT MANAGEMENT | CONNECTOR**

## *Luxury High-End Event Production | Professional Business Services*

## *Health & Wellness Consulting*

* Strong and decisive business and community relations leader with excellent active listening, communication, interpersonal relations and “call-to-action” skills. Readily establish rapport with individuals at all levels, building superb networks and relationships. Use knowledge of community relations to achieve goals; interact on a personal level for success in connecting clients to their marketplaces.
* Complement image and reputation of an organization through superior management and corporate communication guidance. Evaluate organizational needs and create proactive development processes and outreach programs that achieve/surpass established goals and boost the bottom line.
* Excellent track record for achieving objectives working within framework of available resources and deadlines. Commended for organizational skills, adaptability, time management, self-motivation, hands-on execution, and follow-through on getting clients on the map.
* Computer proficiency on Windows platform includes MS Word, MS Excel, and PowerPoint.

***Select Areas of Expertise***

|  |  |  |  |
| --- | --- | --- | --- |
| Motivational Speaking | Project Management | Business Improvements  | Coaching |
| Health & Wellness Expert | Contract Negotiations | Worldwide Hotel Contacts | Site Selection |
| Lifestyle & Health Programs | Logistics Management | Resourceful Problem-solving | Process Analysis |

 **PROFESSIONAL EXPERIENCE**



[**JuliaChiappetta.com**](file:///C%3A%5CUsers%5CRoqueplot%5CDocuments%5CJuliaChiappetta.com)

***Development Consultant | Author and Speaker | Meeting Manager Advisor***

1984 – Present

 ***DEVELOPMENT CONSULTANT***

***Celebrated Expert in the Global High-End Travel & Meeting Industry (35 years)***

Dialog with senior management to identify scope and purpose of projects. Develop strategies and

execute action steps to put company’s vision into place. Provide guidance in streamlining costs,

problem-solving, coaching and training staff. Identify and implement methods of optimizing systems.

***Select Project List***

**ActivePure -** [**Activepure.com**](http://www.Activepure.com)*2010 – Present*

*The sole recipient in cleaning technology of the prestigious Certified Space Technology Seal by the Space Foundation, and the only technology to clean and protect air and surfaces 24 hours a day.*

 **Business Development Consultant**

ActivePure liaison to Major League Baseball and other Professional Sports Teams and Athletes

* Provide professional guidance and recommendations on specialized projects.
* FDA Cleared Air Technology for eliminating air and surface pathogens such as COVID, other RNA and DNA Viruses, mold, fungus, bacteria, and pollutants.
* Stand alone, induct, and personal technology.
* Airborne Safety Solutions | Air You Can Trust

**Helpsy Health – Helpsyhealth.com** *2018 – 2021*

*The world’s first Virtual Whole Health Nurse for Symptom Management and Navigation (SAN)*

 **Corporate development, Marketing Advisor, Branding Consultant**

* Assisted with messaging, branding, new market development, and wellness support for world’s first virtual, whole health nurse for symptom management and navigation, supporting 500 unique symptoms, over 20,000 recommendations, from 30+ different healthcare modalities, all backed by evidence-based research/science. A global community of experts available to guide online app users.
	+ Key promoter of mission for best health outcomes with “*Actionable Hope in Your Pocket”*.
* **Just Books –** Assisted owner; coordinate author events; manage company online website and calendar.
* **American Biosciences-research –** created educational presentations focused on diet, lifestyle, and supplements: community liaison and patient advocate.

 *Continued*

**JULIA CHIAPPETTA 203-977-3519 julia@juliachiappetta.com**

***Select Project List, continued***

**The First Bank of Greenwich, Greenwich, CT** *2012 – 2022*

 **Business Development Consultant**

* **Star project:** Created / Produced Annual B2B Network Event. Built B2B network to 3K Members included with website and interactive directory for highly coveted tickets.
	+ Private Invitation for attendees, including 5 top bands, 50 Hand-Picked Vendors, 10 Restaurants, Coffee Shop, and Local Not-For-Profits.
	+ Video interviews during event, 5 Photographers Captured Moments, and Media Coverage.
	+ Luxury Art Gallery, Rooftop Deck with Spa Services, Vintage & Luxury Car Displays, all housed under a fully transformed JHouse Greenwich Hotel; Tenting to Private Poolside Cabanas for Sponsors; Fleet of Mercedes Luxury Vans shuttled attendees to and from.
* Expanded services into new markets based on prudent collaborations with Senior Vice President and President/CEO.
* Advanced public relationships: coordinated events, marketing, press releases and new advertising campaigns.
* Influential in launch of student educational program, Start2Save; fundraiser for Elementary School PTA.
* Depended on for referral reports, accurate budget control, and positive community relations.
* Co-Chair of bank’s Advisory Board; entrusted with the coordination of meetings and events.
* Major contributor to award-winning redesign of website, earning the Hermes Creative Award.
* Assisted with creation of B2B Board; interactive networking group of 1000+ business professionals and actively involved with the brand-supporting creative design of website, mission, and vision.

 ***AUTHOR / SPEAKER***

* Based on personal experience and extensive research, wrote *Breast Cancer–the notebook,* with Dr. Merrick I. Ross, M.D., F.A.C.S.  This cutting-edge reference guide and wellness tool offers a foundation of facts for the newly diagnosed or those with a desire to take a preventative view.
* Notable engagements including news and talk shows, articles for premier magazines, live radio interviews, and numerous appearances. ***(See addendum #1: extended list of engagements).***

 ***MEETING MANAGER / ADVISOR***

* Directed all facets of event logistics: site selection, convention center pricing and hotel accommodations, accessories, and entertainment. Delivered comprehensive planning for business groups of 10 to 200. Negotiated lowest possible rates for services.
* Select clients: Savin Corporation, Warburg Pincus, Louis Vuitton, Genesee & Wyoming Industries, and others.

***(See addendum #2: extended project and client list).***

***(See addendum #3: additional professional experience).***

 **CERTIFICATIONS**

Virtuoso Accreditation Program, December 2007 | Personal Fitness Trainer Certificate, #133266

American Aerobic Association International (AAAI) | International Sports Medicine Association (ISMA)

Tourism and Travel Management

 **PUBLICATION**

*Breast Cancer–the notebook,* Julia Chiappetta with Dr. Merrick I. Ross, M.D., F.A.C.S., 2006

 **COMMUNITY SUPPORT**

* Demonstrate passion and leadership to help better communities throughout 26+ years of dedicated social services. Maintain high ethical standards in all situations.
* Work closely with organization leaders to develop powerful campaigns.
* Identify, implement, and evaluate key fundraising goals and strategies.
* Establish policies and protocols while instructing volunteers and paid workers.
* Cultivate strong relationships and follow-through with decision-makers and sponsors.
* Created cutting-edge screening program that helped identify social needs beyond hunger for 2000 people served weekly by Broward Meals on Wheels.
* Contribute numerous volunteer hours to support programs of multiple social service and non-profit organizations

dedicated to serving needs of populations from children to geriatric.

 ***(See addendum #4: list of volunteer activities).***