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FEB 10 2018

NAPA COUNTY  
EXECUTIVE OFFICE

Application for Appointment to Board, Commission, Committee, or Task Force

*Applicants appointed by the Board of Supervisors will be required to take an oath of office. All applications will be kept on file for one year from the date of application.*

Public Records Act

*Applications are public records that are subject to disclosure under the California Public Records Act. Information provided by the applicant is not regarded as confidential except for the addresses and phone numbers of references and the applicant's personal information including home and work addresses, phone numbers and email address.*

Application for Appointment to: Veterans Commission

Category of Membership for Which You Are Applying: Local Veteran

Personal Information

*The following information is provided in confidence, but may be used by the Board of Supervisors when making the appointment, or be used by the Committee/Commission/Board/Task Force following appointment for purposes of communicating with the appointee.*

Full Name: Keith Benfield





Supervisorial District in Which You Reside: Brad Wagenknecht

Home Address: [REDACTED]

City: Napa



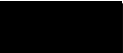
State: Ca.

Zip: [REDACTED]

Phone	
Email Address	
Work Address	same
City	Napa
State	Ca.
Zip	
Work Phone	
Current Occupation	Self Employed; Own I.T./Telecom Recruiting company. / Semi Retired
Current License	N/A
Education/Experience	High School/ Some College; left to start my own Telecom company
Resume	<u><a href="#">Benfield, Keith resume 2018.doc</a></u>
Community Participation	Formerly with Veterans Advocacy group.
Other County Board/Commission/Committee on Which You Serve/Have Served	<i>Field not completed.</i>

*Provide names, addresses and phone numbers of 3 individuals who are familiar with your background.*

Reference 1

Name	Frank Lucier
Phone	
Address	
City	Napa
State	Ca
Zip	

Reference 2

Name Scott Landin  
Phone [REDACTED]  
Address [REDACTED]  
City Alamo  
State Ca.  
Zip [REDACTED]

Reference 3

Name Bill Hardy  
Phone [REDACTED]  
Address [REDACTED]  
City Napa  
State Ca  
Zip [REDACTED]

Name and occupation of spouse within the last 12 months, if married. Diane Benfield Retired.

Please explain your reasons for wishing to serve and, in your opinion, how you feel you could contribute. I am a Veteran. I have experience, time and energy to help the Veterans of the Napa Valley. I have been fortunate in Business and want to see if I can help Veterans. I also own a High Tech Recruiting company.

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RESUME'

**Keith Benfield**  
Napa, Ca. [REDACTED]

Overview: Former Sales executive that transitioned over to Owning an Executive and Sales recruiting firm. Because I have been in the High Tech industry I have great knowledge and a database of thousands of contacts from CFO's/ Accounting to VP's and Engineers. Am looking for a Recruiting or Consulting or account executive role with a firm that is growing.

. Industries: **VoIP; Call Center; IT, Biometric and Software (placed CFO's and executives. Also sales, sales engineers and product managers.)**

Experience:

1999 to Present

**Benfield Associates (my own firm).**  
**Telecom Consulting/Recruiting .**

Recruited for Telecom, IT, Insurance and Consulting companies in the US and EMEA. Also consulted for a few Telecom firms.

1996 to 1999

**Comverse Information Systems**

Sales Director for the Western Region. Region stretched from West Coast to Mississippi River. Sold Software and hardware for Digital Recording company. CRM type company located in NY. Sold the two largest systems, at that time, for Comverse. Over quota two of 3+ years.

1990 to 1996

**Access West, Inc. (Part Owner)**

VP & Sales Manager and senior sales person for this LAN and PBX company. Doubled sales in 4 of the 5 years. Company sold to Intertel-Data Com.

1988 to 1990

**PacTel Business Sys.**

Sales person and then Sales manager of Imbedded base for first year...then built team to sell to small and medium businesses in N. California. Won grand slam award 3 times.

Presidents club 90 and 91.

1987 to 1988 Mitel

Regional mgr for Northern California....(left after one year as I was recruited to take over sales group in Foster City, Ca.).

1980 to 1987

**Western Business Communications, Inc.**

Sold traditional Key and PBX systems...worked up to Sales Manager. Top producer in every year but the first, 1980 and 1985. Helped grow company from start-up to \$10 Million in annual sales and sales contracts.

Hobbies and interests: Wine collecting, Golf.