

Wellington Enrique Eduardo Wonsang Ureta

Punta Blanca

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Summary:

An experienced 20+ year professional, Mr. Wonsang has returned to Ecuador (May 8, 2018) as an ex-patriot of the United States after living and working there for over 40 years. Mr. Wonsang is an accomplished Account Manager, Sales Professional, and Senior Recruiter. He is an Honorably Discharged veteran of the United States Marine Corps, a Trainer-the-Trainer Certified Instructor, Senior Communications Instructor (Radio and Wire), Member of Toastmasters International, and an experienced public speaker. Mr. Wonsang has managed and developed accounts in financial and technology verticals and has had engagements as a public speaker. He has sat as the President and as Head of Membership of the Connecticut Chapter of The Help Desk Institute (HDI) and as an adult Bible School Teacher. He has written legal documents, monthly newsletters, speeches, business plans, and lesson plans. Over his executive career, Mr. Wonsang has worked for and with companies such as BarclayCard, Bloomberg, BillMeLater (PayPal Credit), Veritas, BEA (Oracle), Purdue Pharma, PepsiCo/Pizza Hut, and The World Wrestling Entertainment Corporation.

Experience:

LifeWork Adapter, LLC.

Jan 2020 - Present

Director of Communications

Killeen, Texas

LifeWork Adapter, LLC gives our veterans and first responders, who have an arm amputation or upper body limb difference (disabled hand) the ability to safely operate power tools, hand tools, and enjoy fishing, hunting, and even kayaking through a patented and innovative integration platform. LifeWork Adapter is the only company in the world with this technology.

- Conduct in-depth research on industry-related topics to develop original content.
- Developing content for articles, product descriptions, corporat documents, social media, and the company website.
- Assisting the marketing team in developing content for advertising campaigns.
- Proofreading content for errors and inconsistencies.
- Editing and polishing existing content to improve readability.
- Creating compelling headlines and body copy that will capture the attention of the target audience.
- Built and strengthened strategic relationships with vendors, advertising agencies and leading industry partners.
- Provided research and development on prosthesis an orthotic product to showcase benefits and retain customers.

ESPOL University

RTE: Revista Tecnológica ESPOL, International Editor

- Contributing Editor for Articles and Abstracts in English, reporting to the Editor-in-Chief Nayeth I. Solórzano Alcivar, Ph.D.
- Used the AP Stylebook Guide, 6th and 7th Edition, for copyediting and copywriting assignments.

Advanced English Communications Instructor, CISE-ESPOL December 2019

- Familiarized and trained the students to communicate in English in corporate and academic environments through proper enunciation, with the skills required.
- Planned, developed and executed a personal practice plan for each participant based on their prior skills.

- Monitored and corrected final presentations of the participants
- Reported and offered feedback on ways to continue excelling advanced English communications oral skills.

Account Management, Sales and Recruitment 1988 – Present

- Marketed and sold various staffing solutions promoting permanent (retained and contingent), contract, and outsourcing solutions in the financial and technology industries.
- Evaluated talent and business culture to facilitate placement of senior level Credit Risk executives for major national and international credit finance institutes.
- Managed accounts and new client sourcing using prescribed sales processes.
- Worked independently and with organizations to determine the best approach for achieving personal and organizational goals.
- Managed accounts as the primary point-of-contact, representing organization's scope of expertise, establishing a consultative relationship.
- Conducted quarterly account reviews with clients and internal management to ensure service level agreements are being met and investigate potential further account opportunities.
- Experienced in building networks with client contacts, candidate base, business partners, and social media.
- Identified and qualified prospective clients or sources by executing the sales process.
- Accurately forecast pipeline by account penetration, client development, and sales growth through selling solutions base services.
- Possess a proven sales track record in the financial and technical industries by developing strategic customer relationships through offering short and long term solutions.
- Successfully met sales goals by selling to executive level customers in financial and technical environments.
- Demonstrated strong sales skills and proficient level of technical and business acumen in sales and recruiting.
- Has a high proficiency level of speaking, reading, and writing in English and has held positions requiring up to 40% to 50% travel.

B.A.M.C.I.S. Communications Apr 2019 – Present
 Prosper, TX
 Owner & Communications Solutions Provider
 Communications Consultant

B.A.M.C.I.S. Communications is an organization that controls the flow of information between an organization and the public. As a Communications Consultant, I manage and determine marketing, direct public relations strategies and campaigns and at times act the face of the company at media events.

Client List:

Xalu Corporation, ForcexDesign, LifeWork Adapter, Flumar SA, Yank Apparel, Humdinger Gaming

Liceo Albonor June 2018 – Aug 2018
 Guayaquil, EC
 English Teaching (Speaking and Listening, Social Studies, Literature)

B.A.M.C.I.S Staffing Solution May 2009 – Feb 2019
 Prosper, TX
 President/Owner

With 20 years' experience in staffing of permanent and contract professionals, I began my career in 1994 helping clients and candidates match up specific qualifications and skill sets

such as Application Development and Infrastructure Support. My experience includes outsourcing services and staffing solutions for various industries. I specialize in identifying and qualifying Financial Services and Information Technology professionals.

- An industry leader for executive search firms specializing in Credit Risk, Financial Services, and Information Technology.
- Over 20 years of experience in identifying and qualifying candidates with specific qualifications and skills as well as a vast well developed network.
- Partnered with companies in Credit Risk, Financial Services, and Information Technology.

Specialties: Sole Proprietor of BAMCIS Staffing Solution, specializing in Financial Services, Credit Risk, Fraud, Analytics, and Information. BAMCIS Staffing Solution engages in efforts that include Credit Risk, Banking, Financial Services, IT Professionals, Statisticians, Data Scientists and Data Analytics professionals.

RL Zapin Associates

Sr. Executive Recruiter

Jul 2007 – Feb 2009

- Leverage online recruiting resources to identify and recruit the very best candidates.
- Create and foster relationships with colleges and diverse professional organizations to attract and recruit alumni and diversity candidates.
- Visits clients to develop a thorough understanding of the department culture and uses that understanding to help candidates fully understand the opportunity.
- Participates in the development of ongoing creative and cost-effective sourcing strategies.
- Stays informed of trends and innovative recruiting techniques in order to be competitive in state-of-the-Art recruiting practices.
- Review resumes and credentials for appropriateness of skills, experience and knowledge in relation to position requirements.

Other Staffing Organizations: Hall Kinion, Computer Generated Solution, Princeton Information 1988 – 2007

Military:

United States Marine Corps

1982 – 1989

Corporal, Communications Chief, Sr. Communications Instructor

- United States Marine Corps, Corporal, Honorable Discharge, 1982-1989
- Top Secret clearance
- Communications Chief (Wire and Radio)
- Lead Communications Instructor, Radio and Wire
- Communications and Security Training
- Driving Instructor, minus track vehicles

Education

Baylor University - Hankamer School of Business

2015-2016

Field of Study Entrepreneurship/Entrepreneurial Studies

Activities and Societies: PEP Graduate/Facilitator Spring 2016, Recognized

California State University-Long Beach

1986-1989

Bachelor's degree, 3.2 GPA

Psychology, Child Development

San Diego State University (Correspondence)

1984-1986

Associates Degree, 3.4 GPA

Business Accounting

Licenses & Certifications

Creación de un video tutorial didáctico y efectivo Nov 2019
4 hours, Centro de Investigaciones y Servicios Educativos

Toastmasters International Apr 2017
Credential ID Silver Certificate No. 5509529

Train-the-Trainer
Certification No. 458436385
United States Marine Corps Jan 1985

Skills:

- Computer Literate in common Internet and MS software environments
- Experienced in account management, sales, recruiting, and public speaking
- Prison Entrepreneurship Program (PEP) Facilitator, 2016-2017
- Baylor students volunteer as Business Plan Advisers to teach inmates the skills needed to prepare a business plan. Phase One as an intensive three-month Leadership Academy and a six-month Business Plan Competition with training in business, marketing, finance, and competitive strategies. Participants are coached by top executives and MBA advisors from universities across the United States culminating in a 30 minute presentation to CEOs and investors. Graduates earn a Certificate in Entrepreneurship recognized by Baylor University's Hankamer School of Business.
- Train-the-Trainer Certified Instructor (Classroom, Small Groups and One-on-One)
- Toastmasters International: Silver Certificate, 2017

Publications and academic presentations:

- Salvador-Cisneros, K. and Wonsang, W. (2024). Comic strips and its potential in research communication innovative ways to communicate research in the humanities: comic strips. INTED Proceedings. <https://doi.org/10.21125/inted.2024.1995>
- Salvador-Cisneros, K. and Wonsang, W. (2024). The use of comics as an acceptable visual form to communicate academic content. INTED Proceedings. <https://doi.org/10.21125/inted.2024.1343>
- Wonsang, W. (2023). Global climate: much more complex than measuring greenhouse gases and carbon footprints. Revista Tecnológica - ESPOL, 35(3), 111-125. <https://doi.org/10.37815/rte.v35n3.1044>
- Salvador-Cisneros, K. (2022). Innovative ways to communicate research in the humanities: comic strips. EDULEARN Proceedings. <https://doi.org/10.21125/edulearn.2022.1839>