

## Application Form

### Profile

#### Which Boards would you like to apply for?

Aviation Advisory Committee: Submitted

Seat Name (if applicable)

#### Describe why you are interested in serving on this advisory board/commission (please limit your response to one paragraph).

I am a resident who lives close to the Buchanan Airport. I would like to be a part of assisting in the development of the airports economically while balancing the impacts to our local neighborhoods. It is also my goal to become more involved in our community as a whole, and utilize my experience in industry to improve policy. As the bay area population grows we will see more interest in commercial interests at our local airports. I want to be a part of that evaluation, and be a conduit for my neighbors. Thank you.

#### This application is used for all boards and commissions

Andrei \_\_\_\_\_ N \_\_\_\_\_ Obolenskiy \_\_\_\_\_  
 First Name Middle Initial Last Name

\_\_\_\_\_ \_\_\_\_\_  
 Email Address

\_\_\_\_\_ \_\_\_\_\_ 212 Elaine Drive \_\_\_\_\_  
 Home Address Suite or Apt

Pleasant Hill \_\_\_\_\_ CA \_\_\_\_\_ 94523 \_\_\_\_\_  
 City State Postal Code

\_\_\_\_\_ \_\_\_\_\_  
 Primary Phone

CalAmp Inc. \_\_\_\_\_ Business Development Manager \_\_\_\_\_ IoT/Telematics Sales B2B \_\_\_\_\_  
 Employer Job Title Occupation

#### Do you, or a business in which you have a financial interest, have a contract with Contra Costa Co.?

Yes  No

#### Is a member of your family (or step-family) employed by Contra Costa Co.?

Yes  No

### Education History

Select the highest level of education you have received:

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Other

MBA Global Business

If "Other" was Selected Give Highest Grade or Educational Level Achieved

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**College/ University A**

St. Mary's College of CA

Name of College Attended

Economics/Business

Course of Study / Major

45

Units Completed

**Type of Units Completed**

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Semester

**Degree Awarded?**

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Yes  No

Master in Business Administration

Degree Type

09/28/2008

Date Degree Awarded

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**College/ University B**

Moscow State

Name of College Attended

International Economics

Course of Study / Major

60

Units Completed

**Type of Units Completed**

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Semester

**Degree Awarded?**

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Yes  No

BS Economics

Degree Type

09/17/2004

Date Degree Awarded

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### College/ University C

Warren Tech

Name of College Attended

Automotive Technology

Course of Study / Major

25

Units Completed

### Type of Units Completed

Semester

### Degree Awarded?

Yes  No

AA Automotive Tech

Degree Type

09/15/1998

Date Degree Awarded

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### Other schools / training completed:

General A&P Mechanics

Course Studied

8

Hours Completed

### Certificate Awarded?

Yes  No

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### Work History

Please provide information on your last three positions, including your current one if you are working.

#### 1st (Most Recent)

06/30/2016

Dates (Month, Day, Year) From - To

40

Hours per Week Worked?

### Volunteer Work?

Yes  No

Business Development Manager

Position Title

### Employer's Name and Address

CalAmp Inc 15635 Alton Pkwy, Suite 250 Irvine, CA 92618

### Duties Performed

\*Develop and train new accounts for IoT telematics implementation \*Prospect and new business acquisition \*Manage a territory in conjunction with Operations, Engineering, and Account Management

2nd

04/15/2013-05/25/2016

Dates (Month, Day, Year) From - To

60

Hours per Week Worked?

### Volunteer Work?

Yes  No

Senior Performance Consultant

Position Title

### Employer's Name and Address

Proactive Dealer Solutions 16409 Northcross Dr # A, Huntersville, NC 28078

### Duties Performed

\*Train automotive dealerships, and OEM personnel on managing their customer leads, traffic, and CRM  
\*Develop customer campaigns, marketing campaigns, and utilizing metrics for ROI \*Set up Business Development Centers and train management on how to run them to increase business traffic/sales

3rd

08/04/2009-10/18/2012

Dates (Month, Day, Year) From - To

50

Hours per Week Worked?

## Volunteer Work?

Yes  No

Fixed Operations Director

Position Title

## Employer's Name and Address

Dinan Engineering 865 Jarvis Dr, Morgan Hill, CA 95037

## Duties Performed

\*Managed a fabrication team, software engineering team, and race engine development team \*Managed a team that built and designed OEM grade high performance products for BMW vehicles sold in dealerships worldwide \*Managed team and processes for Race Engine development in conjunction with BMW NA. Built engines for professional race cars. Major client Chip Gnassi Racing with Felix Sabates. Provided engine for multiple season winning DP car in the Rolex Series.

[Resume\\_2018\\_Andrei\\_Obolenskiy.docx](#)

Upload a Resume

## Final Questions

How did you learn about this vacancy?

Other

Posted on Nextdoor

If "Other" was selected please explain

. Do you have a Familial or Financial Relationship with a member of the Board of Supervisors?

Yes  No

If Yes, please identify the nature of the relationship:

Do you have any financial relationships with the County such as grants, contracts, or other economic relations?

Yes  No

If Yes, please identify the nature of the relationship:

**Please Agree with the Following Statement**

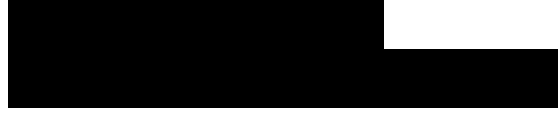
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**I understand that this form is a public document and is subject to the California Public Records Act.**

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I Agree

# Andrei Obolenskiy



## SUMMARY

A results oriented MBA graduate. I've consulted businesses on projects that helped them realize their next levels of profitability in IOT  
*Fluent in Spanish, and conversational Russian.*

## PROFESSIONAL EXPERIENCE

### CalAmp/LoJack 06/2017 - Present

#### *Business Development Manager*

Prospect and sign new accounts for Pre-Install IOT telematics and Stolen vehicle recovery. Extensive Prospecting (Hunter) developing new verticals. Selling up the stack from Hardware to SaaS. Negotiate contracts, pricing, and close deals.

### Proactive Dealer Solutions 09/2013 - 05/2017

#### *Senior Performance Coach*

Assist in performance management, and process development for automotive retail groups. Specialization in Multi-Site development for larger groups. Top Performer in retention/sales/increase. Ability to take over challenging accounts and move the needle. Work with internal teams to coach, develop process, and train

### Fixed OPS Consulting 2010 - 2013

#### *Managing Partner*

Assist owners increasing their overall profitability. Train and develop employees onsite. Develop SEO/SEM and web marketing

platform for retail clients. Install SOP roadmap for improved efficiency. Cost-effective resource management. Strategic and business process thinking.

## Dinan Engineering 2009- 2012

*Fixed Operations Director/Regional Sales West Coast*

Managed Engine/Suspension/Software team for development of Dinan Products sold in dealerships nationwide. Managed top secret racing engine development team for BMW/ Chip Gnessi Racing team.

## Hughes Network Systems 2006-2009

*Independent Contractor*

Independently Managed a Regional Installation Network. Managed a technician network

# EDUCATION

St. Mary's College of California  
MBA International Business

Moscow State University of Management  
B.S. Economics