

Application Form

Profile

Stephen _____ Langsam _____
First Name Middle Initial Last Name

_____ Suite or Apt
Home Address

Pacheco _____ CA _____ 94553
City State Postal Code

_____ Primary Phone

_____ Email Address

[District Locator Tool](#)

Resident of Supervisorial District:

District 5

Polestar Marin _____ General Sales Manager _____
Employer Job Title

Length of Employment

8

Do you work in Contra Costa County?

Yes No

If Yes, in which District do you work?

How long have you lived or worked in Contra Costa County?

35 years

Are you a veteran of the U.S. Armed Forces?

Yes No

Board and Interest

Which Boards would you like to apply for?

Contra Costa Community Corrections Partnership - All Members: Submitted

Seat Name

Have you ever attended a meeting of the advisory board for which you are applying?

Yes No

If Yes, how many meetings have you attended?

Education

Select the option that applies to your high school education *

High School Diploma

College/ University A

Name of College Attended

San Francisco State University

Degree Type / Course of Study / Major

BA / Broadcast Communications

Degree Awarded?

Yes No

College/ University B

Name of College Attended

University of San Francisco

Degree Type / Course of Study / Major

MA / Sports Management / Business

Degree Awarded?

Yes No

College/ University C

Name of College Attended

Degree Type / Course of Study / Major

Degree Awarded?

Yes No

Other Trainings & Occupational Licenses

Other Training A

Certificate Awarded for Training?

Yes No

Other Training B

Certificate Awarded for Training?

Yes No

Occupational Licenses Completed:

Qualifications and Volunteer Experience

Please explain why you would like to serve on this particular board, committee, or commission.

I've been in the workforce for over 18 years, mostly in Contra Costa County and I want to help make decisions on how the workforce in Contra Costa County can grow.

Describe your qualifications for this appointment. (NOTE: you may also include a copy of your resume with this application)

See resume

Upload a Resume

Would you like to be considered for appointment to other advisory bodies for which you may be qualified?

Yes No

Do you have any obligations that might affect your attendance at scheduled meetings?

Yes No

If Yes, please explain:

Are you currently or have you ever been appointed to a Contra Costa County advisory board?

Yes No

If Yes, please list the Contra Costa County advisory board(s) on which you are currently serving:

If Yes, please also list the Contra Costa County advisory board(s) on which you have previously served:

List any volunteer or community experience, including any advisory boards on which you have served.

Make a Wish, YMCA

Conflict of Interest and Certification

Do you have a familial or financial relationship with a member of the Board of Supervisors? (Please refer to the relationships listed under the "Important Information" section below or Resolution No. 2021/234)

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 relationships?

Yes No

If Yes, please identify the nature of the relationship:

Please Agree with the Following Statement

I CERTIFY that the statements made by me in this application are true, complete, and correct to the best of my knowledge and belief, and are made in good faith. I acknowledge and understand that all information in this application is publicly accessible. I understand that misstatements and/or omissions of material fact may cause forfeiture of my rights to serve on a board, committee, or commission in Contra Costa County.

I Agree

Important Information

1. This application and any attachments you provide to it is a public document and is subject to the California Public Records Act (CA Government Code §6250-6270).
2. All members of appointed bodies are required to take the advisory body training provided by Contra Costa County.
3. Members of certain boards, commissions, and committees may be required to: (1) file a Statement of Economic Interest Form also known as a Form 700, and (2) complete the State Ethics Training Course as required by AB 1234.
4. Meetings may be held in various locations and some locations may not be accessible by public transportation.
5. Meeting dates and times are subject to change and may occur up to two (2) days per month.
6. Some boards, committees, or commissions may assign members to subcommittees or work groups which may require an additional commitment of time.
7. As indicated in Board Resolution 2021/234, a person will not be eligible for appointment if he/she is related to a Board of Supervisors' member in any of the following relationships:
 - (1) Mother, father, son, and daughter;
 - (2) Brother, sister, grandmother, grandfather, grandson, and granddaughter;
 - (3) Husband, wife, father-in-law, mother-in-law, son-in-law, daughter-in-law, stepson, and stepdaughter;
 - (4) Registered domestic partner, pursuant to California Family Code section 297;
 - (5) The relatives, as defined in 1 and 2 above, for a registered domestic partner;
 - (6) Any person with whom a Board Member shares a financial interest as defined in the Political Reform Act (Gov't Code §87103, Financial Interest), such as a business partner or business associate.

Stephen Langsam

Professional Experience

Space Manager, General Sales Manager

May 2022 - Present

Polestar Marin, Corte Madera, CA

- Responsible for handling the day to day operations of Polestar Marin.
- Responsible for handling all communications between Polestar and Volvo Financial and Polestar Marin.
- Responsible for the second highest volume of sales in North America market for Polestar in 2022.
- Responsible for the highest sales penetration of F&I products in North America market for Polestar in 2022.
- Responsible for earning the PFS (Polestar Financial Services) Business Manager Excellence Award.
- Responsible for hiring, training, and managing the sales staff, and sales support staff.
- Responsible for the creating the most effective internet team in the Polestar North America market in terms of closing percentage from internet leads.

Internet Director, Digital Marketing Director, Social Media Manager

November 2016 – May 2022

Cole European, Walnut Creek, CA

- Directly responsible for the creating the most effective internet team in the JLR North America market in terms of closing percentage from internet leads.
- Responsible for over 100% increase in online sales transactions and over 100% increase in online sales revenue.
- Desk deals, package deals for finance, submit deals to bank and get deals bought. Back up finance manager.
- Championed and brought on digital retailing solutions, Automotive Mastermind and Roadster to the dealership.
- Led the switch from VinSolutions CRM to ELead CRM. Created all templates, workflows and processes for the entire stores sales, service, parts customers.
- Manage the internet sales team and handle all internet deals.
- Creator of processes for and manage all aspects of DMS and LMS.
- Responsible for updating the individual store websites, adding or removing lead providers based on ROI.
- Manage all aspects of digital marketing and social media for dealership.
- Responsible for hiring and training internet sales associates and sales support staff

Internet Director, Internet Client Advisor, Photographer, Social Media Manager

December 2014 – November 2016

Marin Luxury Cars, Corte Madera, CA

- Manage the internet sales team and handle all internet deals.
- Creator of processes for and manage all aspects of DMS and LMS.
- Manage all aspects of digital marketing and social media for dealership.

Sports Broadcasting and Production

March 2009 - Present

Golden State Warriors - Oakland Athletics - Oakland Raiders San Francisco 49ers - San Francisco Giants - Pac-12 Networks

- Responsible for shooting live in game stadium footage of game broadcasts and scoreboard coverage
- Responsible for handling video quality control of in game footage for stadium and scoreboard coverage
- Create and pass graphics for in stadium broadcasts
- Set up and pair connection between local and national television broadcasts and in stadium broadcast feeds

Sports Editor, Online Editor, Sports Reporter,

September 2011 - October 2013

Arts Reporter and Photographer

Martinez News-Gazette, Martinez, CA

- Responsible for getting the Martinez News-Gazette credentialed for coverage of MLB, NBA, NFL, NHL, PGA and NCAA
- Created and managed the social media pages
- Create and assign beats for reporters and interns on staff

Education

M.A., University of San Francisco

July 2016 – May 2018

Major: Management

B.A., San Francisco State University

September 2008 - June 2010

Major: Broadcast Communications: Radio & Television Production