

Eunice Salton – C.V. Mediator – New York City, New York

Mediator & Dispute Resolution Specialist

Eunice Salton Mediation

City University of New York-John Jay College of Criminal Justice

New York City, New York

I am a trained and certified Mediator & Dispute Resolution Specialist qualified to mediate in New York State Civil Court, New York State small claims diversion cases, the New York State Lemon Law Arbitration Program, and in New Jersey community mediation centers and municipal courts. I've been a certified mediator since 2010, assisting companies, organizations and families to move from conflict situations to mutual solutions.

I developed a deep appreciation of mediation and dispute resolution during 15 years managing successful corporate sales and marketing teams. My experience then deepened during 12 years of leading nonprofit organizations and resolving the needs of various constituencies. Having honed my skills by guiding projects to mutually successful outcomes, I consider myself a champion of corporate-government-nonprofit partnerships.

I sit as Vice Chair of the New Jersey State Child Placement Advisory Council, serve on the Dispute Resolution Publications Board of the American Bar Association Dispute Resolution Section, participate on the National Council of Graywolf Press and am a member of The Women's Forum of New York.

Experience

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Mediator & Dispute Resolution Specialist

Company Name Eunice Salton Mediation

Dates Employed 2010 – Present

Employment Duration 7 yrs

Location New York & New Jersey

Trained and certified Mediator & Dispute Resolution Specialist qualified to mediate in New York State Civil Court, New York State small claims diversion cases, the New York State Lemon Law Arbitration Program, and in New Jersey community mediation centers and municipal courts. She has been a certified mediator since 2010.

- Eunice assists companies, organizations, individuals and families to move from conflict situations to amicable solutions.
- She manages conflict with a calm confidence, a keen ability to keep parties focused on the issues, and a commitment to foster relatedness and respect among all parties.
- A skilled and compassionate listener, Eunice ensures that all viewpoints are heard with an open mind, that all parties are treated with respect and dignity, and that diversity in all its forms is respected and understood.
- Eunice also currently manages outreach efforts for the Veterans Reintegration Project, Community Mediation Services, Queens, NY.
- See Education and Certification for a full list of Eunice's professional credentials and certifications.

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Principal Business Development Consultant

Company Name Eunice Salton Associates LLC

Dates Employed 2008 – 2013

Employment Duration 5 yrs

Location New York & New Jersey

The Salton Associates team of business and marketing professionals provide new business development, organizational management, fundraising and communication consultation to assist organizations to grow and prosper. Clients have included: AmericaSpeaks, Americans for the Arts (AFTA), Andrea Del Conte Danz España flamenco dance company, Arts & Business Council of New York, and Dance New Amsterdam. Projects include:

- For AFTA, the nation's leading organization for advancing the arts in America:
- Successfully secured new corporate clients for Creative Connections, a fee-for-service division that developed and delivered customized arts-based learning programs for corporate clients including Johnson & Johnson.
- Served as Research Editor of the monograph, "Fostering Cross Sector Collaborations," in partnership with the MetLife Foundation.
- For AmericaSpeaks, a national nonprofit whose mission is to "engage citizens in public decisions that impact their lives:
- Programmed & facilitated public policy forms for 500-5,000 participants throughout the country.

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National Executive Director

Company Name Plays for Living

Dates Employed 1998 – 2007

Employment Duration 9 yrs

Location Greater New York City Area

Fusing her business and financial acumen with her commitment to community service, Ms. Salton took on the leadership of this national nonprofit – founded by the American Theater Wing in 1942 and dedicated to using interactive drama and theater techniques to help people at all levels of society explore and confront sensitive contemporary issues.

- Led the branding, management and fundraising turnaround of this venerable organization.
- Increased donation and grant revenues 25% over five years by securing new major donors including AIG, American Express, Avon, Con Edison, JPMorgan Chase, and MetLife.
- Increased earned revenue by 40% over three years, launching customized executive leadership training programs for clients including Citigroup, Cornell University, Federal Reserve Bank of Boston, Lockheed Martin, National Basketball Association, NYS Dept. of Insurance, US Air Force, and Viacom.
- Partnered with Altria and the Emergency Medical Service (EMS) of the NYC Fire Department for a three-year program to train 3,000 EMS first responders on the signs of family violence.
- Partnered with HIP of New York Foundation, Cigna, NYC Dept. of Transportation, and other organizations to develop and deliver educational programs on Alzheimer's caregiving, family violence prevention, teen drinking, and senior adult safety.
- Executive Producer of United Way of NYC's Annual Student Showcases at the Apollo Theater featuring 900 middle and high school students.



Vice President, Sales & Marketing

Company Name New York Institute of Finance at Simon & Schuster, A Division of VIACOM

Dates Employed 1988 – 1998

Employment Duration 10 yrs

Location Greater New York City Area

Revitalized core product line while developing brand extensions and expanding into international markets for this leading business-to-business financial publisher. Responsible for \$3M budget.

- Grew sales and revenue for six global product lines: publications, seminars, classroom courses, custom training, software, and interactive video training.
- Increased US and European revenue while expanding into the emerging markets of Mexico, Latin America, Russia, India and China.
- Launched NYIF's first online training program in partnership with Bloomberg Financial, as well as its first online catalog and ecommerce system.
- Achieved 25% profit margin launching new NYIF Commodities Conference Series.
- Reduced customer service errors by 90% by revamping service department and procedures.

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Strategic Marketing & Communications Consultant

Company Name Salton & Associates

Dates Employed 1986 – 1988

Employment Duration 2 yrs

Location Greater New York City Area

Launched new business initiatives and marketing campaigns for additional clients including Commodity Exchange, Inc. (COMEX), Tempo TV (Caribbean cable network), and The New York Institute of Finance.

- Hired by Ted Turner to guide development and funding of the "Better World Society," founded by President Jimmy Carter and Ted Turner as a vehicle for Hollywood media to focus on environmental and social issues. Initiated and managed successful fundraising campaigns and events.

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Account Supervisor

Company Name Cavillo, Shevack & Partners, Inc.

Dates Employed 1985 – 1986

Employment Duration 1 yr

Location Greater New York City Area

Generated \$2 million in new business within six months, including first financial services account, for this advertising agency. Accounts included Aetna, ALNO AG (Germany), Firestone Tire & Rubber Company.

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Second Vice President

Company Name JPMorgan Chase

Dates Employed 1982 – 1985

Employment Duration 3 yrs

Location Greater New York City Area

Second Vice President, The Chase Manhattan Bank, NA (1983-1985)

- Initiated marketing strategy, plans and programs for 1,500 sales reps at 220 NYC bank branches to cross-sell brokerage products.
- Orchestrated new product launches, telemarketing campaigns, consumer seminars, PR campaigns, industry presentations, and employee sales training.
- Managed annual budget of one million dollars, supervised five officers plus outside agencies.

Assistant Treasurer & Marketing Officer, The Chase Exchange, 1982- 1983

- Developed marketing strategies aimed at increasing female customers for all bank services.
- Created and delivered speeches, press interviews, and more than 60 financial education seminars,

Education

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City University of New York-John Jay College of Criminal Justice

Degree Name Certificate of Completion, 46-hour Professional Mediation Training Course, May 2010

Field Of Study Mediation

Dates attended or expected graduation 2010

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Florida Atlantic University

Degree Name EdS – Education Specialist Degree in Administration & Supervision

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Virginia Commonwealth University

Degree Name MS in Education

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William Paterson University of New Jersey

Degree Name BA in Education