

Clark County Shooting Complex Advisory Committee Application

Now accepting applications for future consideration



Clark County is seeking up to seven (7) individuals with professional experience in law, finance, grant writing, fundraising, marketing and business to further the strategic priorities of the Clark County Shooting Complex. Committee members will be appointed to two (2) year term by the Clark County Board of County Commissioners. Member attendance at Shooting Complex Advisory Committee public meetings will be required. Meetings will be held a minimum of four times per year, with the dates, times and locations to be determined by the new Committee.

Date	02/06/2022		
Name	Stephen McFadden	Home Phone	
		Work Phone	
Cell Phone		Fax Number	
		Email address	
Street Number		City, State, Zip	
Employer & Occupation	Centerstone Group - Case Analyst		

Do you currently participate in activities at the Shooting Complex, and if so, please describe which areas below

Sporting Clays, 5-Stand, Wobble Trap, Trap and Skeet

Please provide a brief description of your qualifications; include any special skills, experience and/or training in law, finance, grant writing, fundraising, marketing and/or business that would benefit the work of this Committee

(attach additional sheets if necessary)

I have an extensive background in Real Estate, currently licensed as a Broker/Salesperson here in the State of NV. My background has provide me with extensive knowledge in regards to contracts, contract negotiations, real estate law, sales and marketing. I formerly sat on the UNLV Advisory Board Lied Institue of Real Estate. In addition I have had hands on experience working at a 5 Star shooting facility in Delaware Ohio, Blackwing Shooting Center. I also worked part time at the Fine Gun Room for Bass Pro Shops. I have my concealed carry permits for the state of Nevada and Utah. I am a life member of the NSCA and a current member of the USHA.

Please attach a required resume/letter of interest with your application

For more information or submittal of completed form, contact Steve Carmichael, Sr. Management Analyst,
Office Direct-702-455-2005, Mobile-702-239-4446, email- Steve.Carmichael@ClarkCountyNV.gov
11357 N. Decatur Boulevard, Las Vegas, NV 89131

(This document becomes a public record once it has been received by Clark County)

Submit by Email

Stephen P. McFadden

Sales Manager

Dynamic sales expert with a history of outstanding, multimillion-dollar sales achievements in diverse industries.

Robust expertise in building business successes, driving business development, sales prospecting, and compelling marketing strategies to grow revenues and market shares.

Motivational leader, known for developing and mentoring high-performance teams and individuals.

Proven talent for building and growing positive client partnerships, leveraging expert sales strategies to negotiate and close high-value deals and maintain exceptional customer satisfaction.

— Areas of Key Emphasis —

- Sales Management & Direction
- Team Training & Leadership
- Business Development
- Opportunity Prospecting
- High-Value Project Direction
- Recruiting & Mentoring
- Strategic Business Planning
- Client Relationships
- Retail & Real Estate Sales

Professional Experience

Case Analyst | Centerstone Group Las Vegas, NV

11/2021 – Present

We are a group of timeshare and timeshare relief experts with years of experience and a deep knowledge of the timeshare industry and how to navigate release for our clients. As a Case Analyst I specialize in resolving timeshare contracts for our clients.

Sales Guide | Jaguar/Land Rover of Las Vegas, NV

10/2020 – 10/2022

As a Sales Guide I provide potential customers with accurate information that allows them to appreciate and fully understand the performance, heritage and value of Jaguar and Land Rover vehicles in order to help the customer make an educated and well-informed purchase decision.

Sales Executive | Marriott Vacations Worldwide, Las Vegas, NV & Kapolei, HI

1/2011 – 1/2021

Captain key sales initiatives, heading business prospecting, strategy developments, and training to ensure ongoing high-impact sales achievement. Mentor and train team members in persuasive selling and Encore Sales strategies, delivering monthly sales trainings to build team capacity for securing and closing major deals. Leverage market research and investigation to prospect new client and business opportunities, building lasting and trusted client relationships.

Sales Executive | Wyndham Vacation Resorts, Las Vegas, NV

5/2008 – 1/2011

Headed high-value sales operations for vacation and deeded properties across the US, driving outstanding performance and revenue growth through strategic sales prospecting.

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Managing Director | NAI Horizons Commercial Real Estate, Las Vegas, NV

1/2006 – 5/2008

Led a 41-person team of staff and real estate agents, managing high-volume, high-value commercial real estate activities for the third largest Las Vegas real estate firm. Built team, recruiting and mentoring 15 new agents and providing monthly training opportunities to ensure consistent growth; designed strategic business plan to shape operations. Negotiated, approved, and closed all agreements and contracts, securing win-win scenarios. Controlled and monitored P&L, liaising with Board of Directors to communicate key information and secure support.

Vice President of Sales & Marketing | C.V. Perry Builders, Columbus, OH

1/2003 – 1/2006

Directed high-impact sales and marketing operations, leading creative business development initiatives to grow sales revenues. Planned and allocated a \$400K marketing and advertising budget, collaborating with the marketing team to build campaigns and strategies. Partnered with senior leadership, managing and optimizing P&L. Headed major staffing restructures, sales presentation strategies, and contract documents to significantly improve operations.

Sales Manager | Toll Brothers Inc. Home Builders, Columbus, OH

2/2000 – 1/2003

Assumed management responsibility for sales operations, designing and driving dynamic initiatives, strategic marketing plans, and team developments to enhance sales and revenues. Shaped organizational pricing and option strategies.

Prior experience as Sales Consultant with Showcase Homes – M/I Homes, and with Dominion Homes. Further details available upon request.

Credentials

Licensed Broker/Salesperson | BS. 0145834 – State of Nevada

Formerly licensed in California and Hawaii

Certified Sales Professional (BIA)

IRM I & II (NAHB)

Former Member UNLV Advisory Board Lied Institute of Real Estate

Proficiencies

Microsoft Office | CRM | Sales Force