



JOANNE NANIA

TRIPSCHOOL CERTIFIED TOUR DIRECTOR

DESTINATION KNOWLEDGE

New York City, Rochester, Buffalo, Boston

RELEVANT EXPERIENCE

Regional Manager

2 years

Alium Batteries

- Responsible for business development and sales support for custom lithium polymer battery requirements, across Upstate NY and Eastern Canada.

Supply Chain Solutions Manager

6 years

Avnet Electronics Marketing

- Defined, developed, and implemented customized supply chain logistics programs for key customers in targeted markets. Used logistical analysis to collaborate on best solutions for customer needs.

Corporate Account Manager

12 years

Avnet Electronics Marketing

- Responsible for strategic expansion of corporate relationships with key targeted customers in the telecommunications and defense/aero vertical markets.
- Created sales training and business plans for Northeast Region sales teams, implementing a consistent marketing approach across all territories.

District Manager

21 years

Marshall Industries

- Responsible for three locations across Upstate NY, managing a team of 30 sales and engineering professionals, with annual revenues in excess of \$50 million.

EDUCATION


Masters of Business Administration


Rochester Institute of Technology, Rochester, NY
1993

Bachelor of Science, Business Management

St John Fisher College, Rochester
1979

CONTACT

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 Webster, NY

 ROC

CERTIFICATIONS

- Tour Director Certification TripSchool, 2022
- First Aid & CPR Certified, expected fall

PERSONAL INTERESTS

Cooking, history, community volunteering

VOLUNTEER WORK

- Chef and Regional Leader for Lasagna Love
- Volunteer paralegal for pro bono law firm Just Cause.
- Board member Webster Community Chest