

**Larry L. Lewis, Jr.**  
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Larry L. Lewis, Jr.

**OBJECTIVE:**

To proactively launch a dynamic start-up LLC in a leadership, profit-driven capacity utilizing my professional experiences including, but not limited to, teaching, project management, sales, and marketing.

**PROFESSIONAL EMPLOYMENT:**

**September 2007 - Present: Incentive Selections**  
*Managing Partner - Sales and Marketing*  
[www.incentiveselections.com](http://www.incentiveselections.com)

Responsible for tweaking current practices and implementing additional strategies to grow Incentive Selections' clientele and revenues. Drives overall sales and marketing of Incentive Selections' rewards-based custom platforms. Strengthens existing relationships with Incentive Selections' customers, and develops new avenues for revenue growth and strategic partnerships with cutting edge organizations throughout various industries.

**May 2006 - Present: Flying Blind, LLC**  
*Founder and President*

Founded my own Limited Liability Corporation. Evaluates current sales and marketing plans for non-profit agencies and for-profit corporations. Consults with companies developing emerging adaptive technologies with the end goal of enabling these companies to realize the commercial value of their development efforts. Provides sales, marketing, and product management services to leading Adaptive Technology companies ensuring that their projected revenues are met and surpassed. Conducts formal product demonstrations and presentations for National Venues. Conducts reseller training on the utilization and positioning of various adaptive technologies in the marketplace. Resells various adaptive technologies to consumers on an informal basis. Explores and creates business development opportunities for service organizations to expand the scope of their current services into untapped, fertile markets. A list of Flying Blind, LLC's contractual arrangements with other organizations are available upon request.

**February 2004 - November 2006: Optelec, Inc. (U.S.)**  
*Vice President, Blindness Products Division*

Established a complete product portfolio serving education, rehabilitation, and consumer market segments. Created and nurtured international distribution

relationships with third party suppliers to distribute products which compliment the sales of "flagship" products that Optelec manufactures. Hired staff to support the marketing, sales, and product management efforts of this product portfolio. Developed a focused distribution network to introduce these products into a market dominated by two entrenched competitors. Created sales quotas for regional sales employees and independent resellers, and monitored the adherence to these quotas. Demonstrated the ability to successfully close Federal contracts while faced with adverse, competitive conditions. Position required extensive domestic and limited international travel.

**April 2003 - January 2004: Pulse Data HumanWare Inc.**  
***Vice President, Blindness Sales***

Oversaw Pulse Data HumanWare's Sales and distribution network for North American blindness sales. Created sales budget for Pulse Data HumanWare's Blindness Division. Established and monitored product sales quotas for regional sales employees and Pulse Data HumanWare's authorized resellers. Monitored year to date progress of sales in relation to budget expectations, and made appropriate adjustments. Managed and supervised a team of eight regional sales managers and three technical support/training staff.

Assisted Pulse Data HumanWare's Marketing Team in the creation and distribution of targeted product brochures, mailings, and online initiatives. Demonstrated an in-depth understanding of how to successfully sell and distribute specialized products within a competitive, ever-changing, low incident market in an ethical and responsive manner. Position required extensive North American travel.

**January 2002 - March 2003: Pulse Data International, Ltd.**  
***Product Marketing Manager***

Responsible for managing the lifespan of the BrailleNote Family Of Portable Data Assistants manufactured by Pulse Data International. Liaisoned with Pulse Data's Development, Marketing, and Production staff to prioritize collaborative development efforts. Utilized the necessary resources to conduct successful, international product launches. Facilitated market driven communication efforts between Pulse Data International's subsidiaries and Pulse Data International. Participated in the strategic development and implementation of competitive sales and marketing initiatives conducted by Pulse Data's subsidiaries. Investigated new product opportunities and potentially synergistic partnerships with other companies that manufacture adaptive technologies. Provided direction for future Pulse Data development efforts. Created and disseminated the necessary documentation to seek funding approval for Development projects from Pulse Data's Product Steering Team and Board of Directors. Extensive international travel experience.

**March 1999 - January 2002: HumanWare, Inc.**  
***Blindness Products Manager***

Communicated with HumanWare's international suppliers to continually improve

the overall quality, performance, and product availability for HumanWare products throughout North America. Provided the necessary field support, training, and demonstration equipment for HumanWare products to HumanWare's sales and distribution networks. Responsible for signing up new HumanWare distributors, negotiating their contracts, and measuring the performance of current HumanWare distributors. Shaped the direction for HumanWare's Technical Support Department. Acted as a liaison between HumanWare home office staff and the North American market. Monitored and participated in a variety of technology-related listservs. Extensive domestic and limited international travel experience.

**October 1997 - March 1999: Cleveland Sight Center**  
***Adaptive Computer Access Specialist***

Conducted extensive adaptive technology evaluations for consumers emphasizing the usage of various speech and large print screen readers, adaptive scanning software/hardware, refreshable Braille terminals, and various notetakers. Developed Initialized Training Plans for consumers based on recommendations derived from previous evaluations. Provided a comprehensive adaptive technology training service for consumers. Wrote reports for consumers' files which outlined consumer results following training.

**September 1996 - September 1997: Cleveland Sight Center**  
***Occupational Skills Training Coordinator***

Assessed consumers' abilities to use a PC with appropriate adaptations as an employment tool. Developed Initialized Training Plans which outlined objectives and results of consumers' Occupational Skills Training Program.

Provided extensive remedial PC instructions to consumers emphasizing fundamental skill building activities using a computer with adaptive speech and large print modifications. Wrote extensive reports for consumers' files which outlined the results of their training. Constructed and implemented a comprehensive curriculum for this program.

**May 1994 - August 1996: Cleveland Sight Center**  
***Rehabilitation Specialist***

Provided extensive adaptive daily living / adaptive communications evaluations for consumers in Cleveland Sight Center's Personal Adjustment Training Program. Developed Initialized Training Plans based on these evaluations. Provided extensive rehabilitation to these consumers. Wrote reports for consumers' files which outlined their results at the conclusion of their Personal Adjustment Training Program. Developed a comprehensive curriculum for Cleveland Sight Center's Personal Adjustment Training Program.

**August 1992 - December 1993: Northern Illinois University**  
***Graduate Assistant in Special Education Department***

Tutored post secondary Grade II Braille courses at Northern Illinois University.

Instructed students on the usage of various adaptive technology hardware / software applications. Provided minimal clerical support to post graduate staff.

**EDUCATION:**

**August 1993 - December 1993:**  
**Greater Detroit Society For The Blind**

Internship in rehabilitation teaching of the adult blind.

**June 1993 - August 1993:**  
**Pathways**

Practicum with the Chicago Public School System working with visually impaired 16-20 year old youths.

**1992 - 1993:**  
**Northern Illinois University**

MS, Special Education

**1991 - 1992:**  
**Northern Illinois University**

MA, Literature

**1988 - 1991:**  
**Wheaton College**

BA, Literature

**ORGANIZATIONAL EXPERIENCE:**

**July 2004 - Present:**  
**Member of the National Federation of the Blind**

**January 1996 - January 1997:**  
**Member of the American Council of the Blind (ACB)**

**September 1994 - May 1996:**  
**Member of the Association for Education and Rehabilitation for the Blind and Visually Impaired (AER)**

**September 1992 - August 1993:**  
**Member of the Presidential Commission for Persons with Disabilities**

**1990 & 1991:**  
**Received Wayne Wray Award**

**LONG TERM GOALS:**

Long term goals Include teaching at the collegiate level, as well as building a nationally acclaimed organization serving as a Chief Executive Officer that fuels an organization sharing the same values and work ethic outlined in this resume.

**REFERENCES:**

Available upon request.