

Board / Committee / Commission Application

Submitted on	2 September 2025, 1:48pm
Receipt number	15
Related form version	0

Applicant Information

Full Name	Wendy L. Bojin-Liston
Email Address	
Please specify the Board, Commission or Committee you are applying for	Commission on Aging
I am currently a member of the above Committee, and am seeking reappointment.	No

If you are seeking re-appointment, has any of your information changed within the last 12 months?

Residency Information

Home Address	
City	
State	
Zip Code	
Home/Cell Phone Number	
How long have you lived in Emeryville?	3 years

Employment Information

Place of Employment	I am currently retired.
Occupation	I worked for Special Olympics Northern California for 15 years as the Director of .Volunteer Services.
Business Address	3480 Buskirk Avenue, #340
City	Pleasant Hil

State	CA
Zip Code	94523
Business Phone Number	925-451-4231
How long have you worked in Emeryville?	I am retired.
Upload Your Resume	

Demographic Information

What race/ethnicity do you most closely identify with? Select all that apply.	White
If not listed above, please specify:	
Age Group	65 years and over
Household Annual Income Level	\$150,000 - \$199,999
Are there children under the age of 18 in your household?	No

Education

High School	CW Jefferies Collegiate Institute, 340 Sentinel Road, Toronto, Ontario
College	City College of San Francisco and Golden Gate University
Trade or Business School(s)	
Other Interest	I am currently a resident of the Watergate Community in Emeryville. I love reading, I like playing bocce ball. I attend all Watergate Community Association Board Meetings. I love spending time with my 3 fabulous grandchildren. I belong to two book clubs, one here at Watergate.

Advisory Body Experience / Information

Are you currently serving on other Boards, Commissions, or Committees?	No
Have you served on a Board, Commission, or Committee before?	Yes
Please list all past and current City of Emeryville advisory boards.	None.
Please list any past and current board, commission or committee memberships outside of Emeryville.	Watergate Community Association CC&R Committee (The Third Amended and Restated Declaration of Covenants, Conditions and Restrictions for The Watergate Community Association).

Please list all organization memberships and positions held.

Special Olympics Northern California - Bocce Ball Coach.
Diablo Valley Literacy Council, teaching English as a second language.
Meals of Wheels in Walnut Creek as part of their Friendly Visitor Program, until the start of the Pandemic.

Please list any relevant work and volunteer experience.

As well as working for Special Olympics Northern California, I was a certified bocce ball coach for the program.
I taught English as a Second Language for the Diablo Valley Literacy Council.
Meals of Wheels in Walnut Creek - served as a Friendly Visitor to home bound seniors.

Why are you interested in serving on this Board, Commission, or Committee?

I am 76 years old and very much aware of the challenges facing people my age. We all face the same issues and I would like to make a difference in our community.

Since moving to Emeryville from Concord 3 years ago I have been looking for an opportunity to become more involved in our community. There is a growing population of Senior Citizens in Emeryville, and indeed across the country.

Thank you for your consideration.

Planning Commission Applicants Only

Please provide a short (300 words or less) statement discussing your ideas and attitudes about planning in Emeryville. Please consider issues such as traffic, industrial and commercial development density, affordable housing, maintaining community diversity and jobs/housing balance.

Board / Committee / Commission Application

Submitted on	19 August 2025, 1:57pm
Receipt number	14
Related form version	0

Applicant Information

Full Name	Calvin Dillahunty
Email Address	
Please specify the Board, Commission or Committee you are applying for	Commission on Aging
I am currently a member of the above Committee, and am seeking reappointment.	No
If you are seeking re-appointment, has any of your information changed within the last 12 months?	

Residency Information

Home Address	
City	
State	
Zip Code	
Cell Phone Number	
How long have you lived in Emeryville?	2 years

Employment Information

Place of Employment	T-Mobile
Occupation	Technology Consultant
Business Address	5739 Christie Ave
City	Emeryville

State	CA
Zip Code	94608
Business Phone Number	510.435.0407
How long have you worked in Emeryville?	2 years
Upload Your Resume	

Demographic Information

What race/ethnicity do you most closely identify with? Select all that apply.	Black or African American
If not listed above, please specify:	
Age Group	20-44 years old
Household Annual Income Level	\$150,000 - \$199,999
Are there children under the age of 18 in your household?	No

Education

High School	Edmond North
College	Arizona state
Trade or Business School(s)	Aviation
Other Interest	Air traffic control

Advisory Body Experience / Information

Are you currently serving on other Boards, Commissions, or Committees?	No
Have you served on a Board, Commission, or Committee before?	No
Please list all past and current City of Emeryville advisory boards.	Na
Please list any past and current board, commission or committee memberships outside of Emeryville.	Na
Please list all organization memberships and positions held.	Na
Please list any relevant work and volunteer experience.	As a financial planner, I had the privilege of working with the elderly

community, guiding them through estate planning, final benefits, and asset transfers, while also supporting my mother in providing care for hospice patients at home.

Why are you interested in serving on this Board, Commission, or Committee?

The elderly community deserves a passionate advocate to champion their rights. My mother, an in-home hospice provider, inspired me as I witnessed firsthand the importance of protecting our elders. We must treat them with the care, love, and respect they truly deserve!

Planning Commission Applicants Only

Please provide a short (300 words or less) statement discussing your ideas and attitudes about planning in Emeryville. Please consider issues such as traffic, industrial and commercial development density, affordable housing, maintaining community diversity and jobs/housing balance.



Qualifications

Summary

Proven technology sales expert with 10 years of experience helping drive millions of dollars in sales for iconic brands in multiple industries. Strong sales professional who strategically cultivates relationships to achieve best-in-class results. Excels in risk management, lead generation, channel optimization, network infrastructure, SaaS, telecom, operations, business development, Go-to-market strategy, sales forecasting, strategic planning, negotiation, and elevating the customer experience. Excellent in utilizing key performance indicators, networking, and CRM to overachieve in B2B results.

- Sales Management
- Performance Management
- Territory Expansion
- Challenger Sales Methodology
- Sales Presentations

- Client Cultivation
- Client Experience
- Channel Management
- MEDDIC Sales Methodology
- Pipeline Management

Career Experience	T-Mobile For Business	09/2023 - Current
	Major Account Technology Consultant - San Francisco, CA	
	Driving solution-based sales for T-Mobile For Business within the Mid-Market and Enterprise Segment. Providing Corporate Mobility plans, 5G Internet, IoT, VoIP, Starlink, 5G Private networks, and software solutions. Expert in utilizing tools and creating partnerships to help drive ROI conversations with C-suite and stakeholders using a consultative approach by cold calling, networking events, internal/external partners, channel partners, Zoominfo, LinkedIn Sales Navigator, and business referrals—new logo closer and partnership creator. 128% to quota for 2024 - Largest VoIP win in the Mid-Market segment, equalling out to \$8,000 MRR - Largest IoT win in the Mid-Marke segment with 150,000.00 units, equally out to \$300,000.00 MRR - On board eight new channel/MSP partners who are driving thousands of activations monthly for T-Mobile	
	Comcast Business	01/2022 - 05/2023
	Enterprise Account Executive - San Francisco, CA	
	Driving solution-based sales for Comcast Business within the Mid-Market. Providing SaaS, network infrastructures, cloud solutions, cyber security, TV, and voice solutions. Expert in AWS, Engaging C-suite and stakeholders with a consultative approach by cold calling, networking events, Zoominfo, LinkedIn Sales Navigator, and business referrals. Increased current customer portfolio, while prospecting for new logos. - Q2 Rookie Award Winner 189% to Quota 131% to Quota for 2022 generating over 2 million dollars in revenue.	
	New York Life Insurance & Securities	03/2019 - 01/2022
	Financial Advisor & Agency Owner - San Francisco, CA	
	Sales expert on building a book of business and offering various financial solutions in insurance including, but not limited to college funding, retirement, managing costs for extended periods of time, and lifetime income strategies. Utilizing advertising, social media, and business networking groups to increase client acquisition. Expert in planning and designing specialized financial portfolios for individuals, families, and businesses based on their needs and expectations. - Captured 68 new clients resulting in over \$112K in commissions. - Established over \$800K in assets under management in 2020. - Built a market of consumers from networking events, referrals, direct mailing, and internet marketing.	

Verizon Wireless

01/2015 - 04/2019

Consumer Sales District Manager - San Francisco, CA (01/2018 - 04/2019)

Leader and motivator in all aspects of sales and operation, including developing best practices, pitches, and objection handling. Executing sales strategy, sourcing, hiring, and evaluating account representatives, providing ongoing sales training, and developing and implementing a playbook of non-negotiables to drive sales and employee engagement, for seven retail stores in the Bay area (71 employees). Manage business operations, including budgeting, forecasting, analyzing, and reporting. Promoted six into higher-level roles.

- Rolled out a new sales process that increased accessory revenue sales per device, generating an additional \$350K over the previous year.
- Improved shrinkage by more than \$18K over the prior year by partnering with operations to create an easy, unilateral process.
- Increased data-only device contract growth by 20% year-over-year. Added 5,000 more contracts using the “plus three” process of suggesting additional items customers may not have considered.
- Increased cellular phone contract growth by 15% year-over-year. Which increased ARR from \$15.5M to \$22.5M
- Hyperscaled a team of three outbound sales consultants to a team of ten sales consultants.

General/SMB Sales Manager - Oklahoma City, OK (10/2016 - 01/2018)

Drove sales and operations for a 12-employee retail sales team. Developed and implemented a playbook of non-negotiables to drive sales and employee engagement. Coached and inspired employees within the district on their way to being promoted to Management. Set retail schedule and managed payroll. Promoted three to management.

Drove sales, prospecting, and marketing for 6 employee outbound sales teams. Managed weekly cold-calling conferences. Establish a winning and competitive culture. Actively participated in ride-along to close business sales.

- Achieved two 1st place finishes for the top-performing store in the territory.
- Earned top 10% in company sales manager performance.
- Increased SMB sales by 18% year-over-year. Which equaled over 1,400 new business connections from the previous year.

Business to Business Account Executive - Phoenix, AZ (01/2015 - 10/2016)

Drove sales for B2B and SMB clients, focusing on total solutions including hardware, data, SaaS, and security for companies and enterprises with 1 to 1000 employees. Provided account management and sales presentations for existing and new clients, regularly providing (SWOT) analysis. Build long-term relationships to increase the company's bottom line. Strong focus on cold calling, prospecting, and outside sales.

- Captured 25 new companies in a competitive takeout, totaling 332 new contracts.
- Achieved 150% of sales quota and top 10% in company sales.

Hertz Rental Car Company

03/2010 - 05/2015

Sales Trainer - Oklahoma City, OK

Created and implemented vigorous product knowledge for all new hires and seasoned employees. Provided individualized field training to ensure quality service. Evaluated domestic reservation calls for quality, product knowledge, and customer satisfaction.

Education

Bachelors of Applied Science, Aviation Management
Arizona State University, Tempe, AZ
Associate of Applied Science, Air Traffic Controlling
Tulsa Community College, Tulsa, OK