

David Kahn

From: WeSalute <ClientServ@yourmembership.com>
Sent: Saturday, March 29, 2025 12:06 PM
To: CtyAdmRecruitment
Subject: New Application for COUNTY ADMINISTRATOR from WeSalute
Attachments: resmorro25 (2).pdf

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WeSalute

Greetings!

You have received a new application for the COUNTY ADMINISTRATOR position posted on WeSalute!

Replying to this email will contact the candidate.

We have also included any messages that the candidate has included in their application below:

Message:

Dear Members of the Palm Beach County Board of County Commissioners,
I am excited to submit my application for the position of County Administrator for Palm Beach County. With a strong background in leadership, strategic planning, and operational management, I am eager to bring my expertise to serve the residents and stakeholders of Palm Beach County with integrity, innovation, and accountability.

Throughout my career, I have successfully led multi-agency operations, overseen complex budgets, and driven initiatives that enhance efficiency and community impact. My experience in managing governmental entities has honed my ability to navigate the intersection of policy, administration, and public service. I take pride in fostering collaborative relationships with elected officials, business leaders, and community stakeholders to build consensus and drive positive change.

Key qualifications I bring to this role include:

- **Strategic Leadership:** Proven ability to develop and implement long-term strategic plans that align with organizational goals while ensuring fiscal responsibility.
- **Operational Excellence:** Hands-on experience in overseeing large-scale governmental operations, optimizing processes, and improving service delivery.
- **Budget Oversight & Fiscal Responsibility:** Expertise in managing substantial budgets, ensuring resource allocation efficiency, and identifying cost-saving opportunities.
- **Stakeholder Engagement:** A collaborative and diplomatic approach to working with elected officials, city/state/federal agencies, and the public to build trust and drive initiatives forward.
- **Innovative Problem-Solving:** A forward-thinking mindset that embraces technology,

process improvements, and community-driven solutions to enhance county services. As a leader, I am approachable, results-oriented, and committed to fostering an inclusive and transparent government that works in the best interests of all residents. I understand the importance of balancing economic growth, environmental sustainability, and social equity to create a thriving county.

I welcome the opportunity to discuss how my experience and vision align with the needs of Palm Beach County. Thank you for your time and consideration. I look forward to the possibility of serving this great community in the role of County Administrator.

Best regards,
Joe Morro

Candidate Information:

- Candidate ID: 11673603
- Name: Joseph Morro
- Email Address: morro.joseph.a@gmail.com
- LinkedIn or Personal Page URL: <https://www.linkedin.com/in/joseph-morro-2a7061155/> [[linkedin.com](#)]

Job Information:

- Job ID: 77421718
- Job Name: COUNTY ADMINISTRATOR
- Position Title: COUNTY ADMINISTRATOR
- Posted: Mar 28, 2025

If you have any questions or need any assistance, please do not hesitate to contact our customer service team at clientserv@yourmembership.com or call us at 860-437-5700.

Thank you for using our services.

WeSalute [jobs.wesalute.com]

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WeSalute , PO Box 849 , Teton Village , Wyoming , 83025 , United States

Joseph Morro

Account Executive

CONTACT

Phone: + [REDACTED]
Email: morro.joseph.a@gmail.com

Address: [REDACTED]
[REDACTED]

OBJECTIVE

Results-driven sales and account management professional seeking to leverage expertise in business development, client relationship management, and revenue growth. Dedicated to identifying opportunities, building long-term partnerships, and delivering tailored solutions to drive customer satisfaction and business success.

ABILITY SUMMARY

Sales and Account management

- Skilled in building and maintaining strong customer relationships to drive retention and satisfaction.
- Expertise in consultative selling, identifying client needs, and providing tailored solutions.
- Strong ability to manage key accounts, ensuring long-term partnerships and revenue growth.
- Proficient in sales pipeline management, lead generation, and closing deals.
- Excellent negotiation and communication skills to drive successful contract agreements.
- Adept at handling customer inquiries, resolving issues, and providing top-tier service.
- Strong organizational skills to manage multiple accounts, track performance, and meet targets.
- Experience using CRM software to track customer interactions and sales progress.
- Strategic thinker with a results-driven mindset focused on achieving business objectives.

Administrative & Operational Support

- Data entry and bookkeeping support
- Organizing and managing financial documents
- Scheduling appointments and managing office tasks
- Maintaining accurate records and documentation
- Coordinating logistics and managing inventory

Personal Strengths

- Strong work ethic and adaptability
- Leadership and teamwork in high-stakes environments
- Ability to learn quickly and apply technical knowledge
- Detail-oriented with excellent problem-solving skills
- Physical endurance and commitment to mission success

PROFESSIONAL EXPERIENCE

Account Executive | 12/2023–Current

Adams Remco, West Palm Beach Florida

- Develop and maintain relationships with businesses to provide tailored office technology solutions, including copiers, printers, IT services, and document management software.
 - Identify and pursue new sales opportunities through cold calling, networking, and in-person visits to generate business growth.
 - Conduct needs assessments and present customized leasing and purchasing options to clients, ensuring cost-effective solutions.
 - Manage the sales process from prospecting to contract negotiation, coordinating lease agreements, maintenance contracts, and IT integration.
 - Provide exceptional customer service, addressing client concerns and ensuring seamless installation and ongoing support.
 - Collaborate with internal teams, including IT and service technicians, to deliver a smooth implementation of office technology solutions.
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Protective Security Specialist | 03/2022 –10/2023

Janus Global Operations | Erbil Iraq

- Provided armed security and rapid emergency response for U.S. government personnel and assets at the U.S. Consulate in Erbil, Iraq.
 - Responded to security threats, medical emergencies, and crisis situations, ensuring the safety of diplomatic personnel.
 - Conducted threat assessments, perimeter security, and tactical movements in high-risk environments.
 - Collaborated with U.S. and host-nation security forces to coordinate emergency procedures and response protocols.
 - Executed protective operations, including motorcade security, facility defense, and emergency evacuations.
 - Maintained a high level of readiness through ongoing training in weapons handling, medical aid, and crisis management.
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**PROFESSIONAL
EXPERIENCE
CONT.**

Facility Manager | 02/2019–02/2022
Health Care District of Palm Beach County

- Oversaw facility operations, ensuring the maintenance, safety, and functionality of the Trauma Hawk Aeromedical Program's buildings and infrastructure.
- Managed inventory of critical supplies, equipment, and maintenance materials, ensuring availability and cost-effective procurement.
- Coordinated and supervised facility repairs, preventative maintenance, and system upgrades to support operational efficiency.
- Led project management initiatives, including facility improvements and renovations, while ensuring compliance with regulations and safety standards.
- Managed vendor relationships, negotiated contracts, and oversaw service quality for maintenance, repairs, and facility services.
- Developed and implemented maintenance schedules to prevent downtime and maintain operational readiness.
- Collaborated with internal departments and external partners to address facility needs and support mission-critical aeromedical operations.

EDUCATION

New Jersey City University | 2010–2014
B.S Business Management/ Administration

- GPA: 3.5
- Bachelor's Degree
- New Jersey City University, Jersey City, NJ
- Deans list Fall 2010
- Courses of Study: Business Management, Marketing, Accounting 1, Statistics 1 & 2, Business law, Quickbooks, Microsoft Excel

MILITARY

United States Army | 2007–2010
Infantry 11B