

Kim J. Van Houten | **Work Samples**



WEBSITES

West Division Intranet Site Division Sales and Marketing

- Contact List
- Resumes
 - Retrieve a Resume
 - Submit a Resume
- SSA Manual
- Pursuit Samples
- Strategic Planning

West Connection Newsletter



West Division Marketing

Who We Are

The primary mission of the division sales and marketing office is to achieve the annual division sales goal and year-over-year growth in sales consistent with HNTB's annual operating budget and 3-year business plans.

The Division Sales Officer serves as overall director and coordinator of HNTB's client focus and market development activities in the division. The Division Sales Officer is also responsible for assessing and maintaining HNTB's competitiveness, evaluating our effectiveness in various market sectors and locations, and for developing new or modified sub-services that respond to the present and future needs of the marketplace.

The Division Sales Officer is expected to have on-going contact with clients, prospects and potential alliance partners for the purpose of evaluating the market, determining HNTB's position, and making sure we develop winning strategies for key clients and major programs.

The Division Marketing Group reports to the Division Sales Officer. The Division Sales Manager assists the Division Sales Officer with the planning and implementation of the Sophisticated Sales Approach, and the strategic plan. Under the guidance of the Division Sales Manager, the Division Marketing Group implements, manages coordinates and administers HNTB's marketing processes including: pre-selection, proposal/presentation preparation, administration of sales reports and marketing tools, and training in the Sophisticated Sales Approach.

Please see our [Contact List](#) for Sales and Marketing Contacts to find the best contact for your specific marketing needs.

For all new production needs please contact Patty Hughes DeBeck.

MISSION STATEMENT: We are committed to providing quality client service with strategic focus, using creativity and innovation to craft professional, responsive communication materials, and working seamlessly as a group with integrity and mutual respect.

This site is maintained by [West Division Marketing](#).

Welcome to



W.R. Nelson Elementary

14392 Browning Avenue, Tustin, CA 92780
(714) 730-7536

ABSENCE LINE: (714) 730-7449

Please leave the following information: Child's name, grade level, teacher's name, reason for absence, expected length of absence.

NELSON PRIDE:

Nelson is a uniform school. Please see the link below for our school uniform information.

In support of the Tustin USD's Wellness Policy, we ask that throughout the school year, food brought from home for birthdays or classroom parties be healthy and nutritious. Please see the Wellness Policy link below. We also provide a guide for fun and healthy treats, courtesy of the Tustin USD website.

BOX TOPS FOR EDUCATION: Clip Box Tops — Earn CASH for Nelson!
Look for our collection box in the school office. [Click here for more information.](#)

W.R. Nelson Elementary is a California Distinguished School!



[Mission Statement](#)



[School Uniform Information](#)



[Calendar of Events](#)



[Wellness Policy](#)



[Bell Schedule \(PDF\)](#)



[Food and Beverages for a Fun and Healthy Party \(PDF\)](#)



[Staff](#)



[2007-08 School Supplies Lists \(PDF\)](#)



[Principal John Laurich](#)



[Nelson PTA](#)



[School Song \(PDF\)](#)



[Tustin Unified School District Website](#)

Photos:



[5th Grade Field Trip – Oceanographic Institute \(2006\)](#)



[Read Across America Day \(2006\)](#)



[Outdoor Science Camp Photos \(2007-08\)](#)

Other Useful Links:



[Sight Words](#)



www.musiclegacy.com (John Yeiser Music Assemblies)



www.nasa.gov



www.nationalgeographic.com



www.eduplace.com



www.scholastic.com/activities



www.multiplication.com



www.seussville.com



www.bookadventure.org



www.schoolexpress.com



www.superkids.com



www.funbrain.com



www.internetschoolhouse.com



www.wiredforbooks.org



www.billybear4kids.com



www.primarygames.com

Updated: February 03, 2008

If you have any questions or comments about this site, please send email to twebb@tustin.k12.ca.us.



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