



Recruiting v

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PAIGE SHOEMAKER (00899502) v

Job Requisitions Preferences

# COMMISSIONER OF FINANCIAL REGULATION - 43004009

(37902)View Details

Job Postings (1)

Status : Open Hiring Manager : SHERRI BRALEY  
Age : 0d

Talent Pipeline Hide Talent Pipeline v

[View active candidates \(6\)](#) [View all candidates \(6\)](#)

Forwarded 0	Invited To Apply 0	New 6	Review 0	1st Interview 0	2nd Interview 0	Offer 0	Ready to Hire 0	
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Candidates :View all candidates (6)

Action v 0 Selected

Filter Options

Enter Applicant Name

- Name
- Christopher Jenkins
- Eric Sorensen
- Linda Charity
- Lonnie Salimone
- Richard Burns
- Scott Williams

**Lonnie James Salimone (External Candidate)**  
[salimo@rocketmail.com](mailto:salimo@rocketmail.com) [Cover Letter](#) [Resume](#)

Application

Status: New

Country: United States

Attachments to be Included in all Job Submissions: [Submission Attachments 7 attached](#)

Attachments Added After Submission: [Attach a document](#)

Vacancy Source: People First

Relatives: To your knowledge, do you have any relatives working in this agency? No

Right To First Interview Not Applicable  
 If you responded yes to the above statement, attach a copy of your official layoff letter applying for this vacancy.

Veteran Status g. Current member of any reserve component of the United States Armed Forces or the Florida National Guard

ARE YOU CURRENTLY EMPLOYED WITH THE AGENCY TO WHICH YOU ARE CURRENTLY APPLYING? No

HAVE YOU RECEIVED A PROMOTIONAL APPOINTMENT WITHIN THE CAREER SERVICE, SUBSEQUENT TO ACTIVE MILITARY SERVICE, WITH THE AGENCY TO WHICH YOU ARE APPLYING? No

People First Initial VP Review No Selection

People First Eligible VP Category (if different) No Selection

Agency Final VP Eligibility Review No Selection

Agency Final VP Category Determination No Selection

## Background Information

A "yes" answer to these questions will not automatically bar you from employment relatedness, severity, and date of the offense in relation to the position you are applying for. [see 112.011, F.S.]

Have you ever been convicted of a felony or a first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever pled nolo contendere or guilty to a crime which is a felony or a first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

Have you ever had the adjudication of guilt withheld for a crime which is a felony or first degree misdemeanor ? No

If yes, what were the charges ?

Where ? (City/State)

Date

**Signature**

I am aware that any omissions, falsifications, misstatements, or misrepresentation disqualify me for employment and, if I am hired, may be grounds for termination at understand that any information I give may be investigated as allowed by law. I co release of information about my ability, employment history, and fitness for employ employers, schools, law enforcement agencies, and other individuals and organiz investigators, human resources staff, and other authorized employees of Florida si for employment purposes. The consent shall continue to be effective during my en hired. I understand that applications submitted for state employment are public rec the best of my knowledge and belief all of the statements contained herein and on are true, correct, complete, and made in good faith.

If applicable, Complete Qualifying Questions prior to submitting your applica

By checking this box, I certify that I have read and agree with these statements Yes

Interview Result  
overdueInterviews

Screening Details

In the State of Florida application you indicated that you are legally authorized to work in the United States, Are you one of the following: Citizen or National of the United States; Lawful Permanent Resident; Refugee; Asylee, or Temporary Resident (does not include non-immigrant visas such as F-1, J-1, H-1, etc.)? Yes

Will you now or in the future require sponsorship for No

**employment visa status (e.g. H-1B visa status)?**

**Do you have at least five (5) years of responsible private sector experience working fulltime in areas within the subject matter jurisdiction of the Office of Financial Regulation within the previous ten (10) years?**

Yes

**If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.**

I possess professional experience with three major firms, Edward Jones, Merrill Lynch, AXA having held positions as a Financial Advisor and Auditor. Former Series 7, 63,65, Florida 2-15.

**Do you have at least five (5) years of experience as a senior examiner or other senior employee of a state or federal agency having regulatory responsibility over financial institutions, finance companies, or securities companies within the previous ten (10) years?**

Yes

**If you answered "yes" to the previous question, please elaborate on your experience. If no, please respond N/A.**

DFS, Bureau of Agents and Agency Investigations, Treasury as a Financial Specialist with Deferred Comp, OIR Financial Examiner Supervisor, currently Senior Financial Investigator with DOR.

▼ **Periods of Employment**

**Department of Revenue**  
Senior Financial Investigator

> Details

**United States Coast Guard Reserve**  
Senior Chief Petty Officer INTEL

> Details

**Florida Department of Transportation**  
Management Analyst

> Details

**OIR Office of Insurance Regulation**  
Financial Analyst/Examiner Supervisor

> Details

**Department of Financial Services**  
Financial Specialist - SES

> Details

**Florida Department of Corrections**  
Classification Officer/Corrections Officer

> Details

▼ **Formal Education**

**Daytona State College**  
Daytona Beach, Fl

> Details

**Nova Southeastern University**  
Davie, Fl

> Details

**University of Central Florida**  
Orlando, FL  
[Details](#)

▼ **Language Skills**

**German**  
Intermediate  
[Details](#)

▼ **License, Registration or Certification**

**Certified Fraud Examiner**  
650354  
[Details](#)

▼ **Job-Related Training or Course Work**

There are no items in this section.

▼ **Knowledge, Skills and Abilities**

**Municipal, County, State, Federal Law Enforcement, Senior Level Intel Specialist, LE Nation Sec Intelligence, Senior ranking enlisted Section Chief at the largest operational U.S. Command, wit NYC/NJ Intermodal Infrastructure, Auditor/Senior Level Supervisory Analyst/Examiner**  
[Details](#)

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**Dear Key Management Team:**

My name is Lonnie Sallmone, I'm a Senior Financial Investigator for Florida Department of Revenue in Orlando, Florida. Prior to joining The Florida Department of Revenue in December 2017, I worked with the Florida Department of Transportation's Inspector General's Office for nearly one year, until a family member relocation to the Orlando, Florida area necessitated an unforeseen job change. I was classified as an Auditor with the Inspector General's Office, overseeing allegations of fraud, waste, abuse, and egregious personnel matters. I assisted both the State of Florida's Inspector General with high level investigations, and the Department's Inspector General's Office with Investigative matters that required intense forensic financial investigative expertise.

I currently hold a senior level position managing Investigative matters involving misappropriation and theft of State Sales Tax funds in violation of the Florida Tax Code. I possess a specialized expertise in reviewing sales transactions of independent car dealers, relating to sales tax, licensure, retail "deal jackets", and dealers' software applications. Prior to assuming my current investigative responsibilities, I worked with the Department of Financial Services in Florida, and its affiliated agencies, such as the Office of Insurance Regulation, as a Financial Examiner Supervisor - SES/Exam Manager, as well as The Florida Department of Treasury as a Financial Specialist - SES.

Earlier in my professional life, I served the citizens of the State of Florida as a sworn Law Enforcement Officer specializing in matters relating to white collar crime/financial investigations, sex crimes against children, homicide/Cold Case homicide, property crimes, environmental violations and marine resource violations. I began my criminal justice profession in 1985, as a State of Florida, OPS - Transportation Officer at a Regional Juvenile detention facility. My experience relating to State and Federal Law Enforcement began in the 1995, as a sworn Law Enforcement Officer with The Florida Department of Environmental Protection, Office of Law Enforcement.

In 1997 I transitioned to consumer-packaged goods sales working for Coca-Cola Enterprises, the world's largest publicly held soft drink bottler, in Las Vegas, Nevada after obtaining my MBA, managing over \$50M in sales, operations, and service revenue. I quickly ascended to the position of Cold Drink Sales Manager in less than five years-time, leading a team of up to seventeen direct reports to multiple successes. In 2003, I transitioned my focus to the financial services industry, working for both Edward Jones and Merrill Lynch as a financial advisor, serving the investment needs of the high net worth and time-strapped executives. During this era, I obtained the coveted Series 7, 63, 65 and Florida 2-15 licenses required of those highly regulated activities. Unfortunately, in 2003 we learned of my wife's breast cancer through a regular screening, we lost her in August of 2008 after 18 years of marriage. At that time, my career in sales stopped as I was a District Sales Manager with the Kellogg Company, managing 33 direct reports, and growing district sales of snacks from \$236k weekly to over \$425K. In April of 2008 I resigned my position, bought a motorhome, and took our young daughter out of school living on savings, until my wife's passing in August of 2008. I then returned to public service.

In 1997 I joined the United States Coast Guard Reserve as a Third-Class Petty Officer, Boatswain's Mate, through the Direct Petty Officer Program. Today I currently serve as a Senior Chief Intelligence Specialist (Senior Enlisted Reserve Advisor) at the largest operational Command in the United States Coast Guard, Sector New York. I have the honor of having

served through 9/11/2001, Hurricane Katrina, an Expeditionary Warfare deployment to the Middle East, The United Nations General Assembly (71,72), The America's Cup, The New York City Marathon, and New Year's Eve – Times Square 2017. In total I have nearly 21 years of experience conducting domestic and foreign Homeland Security Operations with the United States Coast Guard and United States Navy. During a deployment, I served as the unit auditor at CAMSLANT/COMCOM in 2014-15 while on Title 10 orders, auditing the unit's Moral fund.

I currently hold a Certified Fraud Examiner certification through the Association of Certified Fraud Examiners, a Bachelor of Arts Degree in Criminal Justice, and a Masters of Business Administration, in Entrepreneurship. I am an avid Porsche enthusiast and look forward to sharing my experience and expertise with your organization.

Very respectfully,

Lonnie James Salimone MBA, CFE

Instagram: The928Guy

Lonnie James Salimone, C.F.E.

[Redacted]

[Redacted]

[salimo@rocketmail.com](mailto:salimo@rocketmail.com)

**Summary:** Senior-level problem solver with extensive real-life leadership, followership, and teamwork experience in federal, state, and local law enforcement; investigations; financial services compliance/investigations; on-site examinations management; risk assessments, intelligence operations, possessing applicable security clearances. Experience leading teams of six to thirty-three direct reports.

**FINANCIAL SERVICES** (former historical credentials)

Historical: FINRA CRD#: 4679317

General Industry/Products Exam Series 7 - General Securities Representative Examination - Aug 27, 2003 State Securities Law Exam

Series 65 - Uniform Investment Adviser Law Examination - Mar 2, 2004

Series 63 - Uniform Securities Agent State Law Examination - Sep 30, 2003

Florida 2-15 - Life/ Health/ Variable Annuities, Dormant due to compliance work

**EDUCATION**

*Masters of Business Administration, Entrepreneurship*

Nova Southeastern University Fort Lauderdale, Florida 1995

*Bachelor of Arts, Criminal Justice*

University of Central Florida Orlando, Florida 1990

*Associate of Arts*

Daytona State College Daytona Beach, Florida 1987

**ADVANCED TRAINING HIGHLIGHTS (DOCUMENTATION PRESENTED UPON REQUEST)**

- |  |   |
|--|---|
| Own Risk and Solvency Assessment               | National Association of Insurance Commissioners |
| Introduction to Risk - Focused Examinations    | National Association of Insurance Commissioners |
| Team-Mate Audit Management System              | Wolters Kluwer - Audit, Risk & Compliance       |
| Detecting Fraud Through Vendors Audits         | Association of Certified Fraud Examiners        |
| Financial Transactions and Fraud Schemes       | Association of Certified Fraud Examiners        |
| Contract and Procurement Fraud                 | Association of Certified Fraud Examiners        |
| Uncovering Fraud with Financial Ratio Analysis | Association of Certified Fraud Examiners        |
| Securities Fraud                               | Association of Certified Fraud Examiners        |
| Analyzing Bank Records                         | Association of Certified Fraud Examiners        |

**EXPERIENCE****Senior Chief Petty Officer, Intelligence Specialist, Officer of the Customs 1997 – Present**

United States Coast Guard Reserve, Office of Intelligence Sector New York

- Clearance T/S, SCI SF-312 (1/11/2008), Investigation (02/07/2013), Granted (2/14/2013).
- Senior Enlisted Reserve Petty Officer – Largest operational Command: U.S. Coast Guard.
- Deployable field level intelligence capabilities – Metropolitan Area – NYC/N.J. Phenomena.
- Strategic National, Strategic Theater, Operational, Tactical, Intelligence briefing, Field Intelligence Reporting, Correspondent Bank Finance Inquiries, Country Specific Sanctions, FATF, OFAC, UN.
- National Incident Command System: ICS – 100, 200, 300, 339, 800.
- 9/11, America's Cup NYC 2016, UNGA (71,72), NYC Marathon 2017, Super Bowl XXXIX, Hurricane Katrina, Times Square Ball Drop, New York, NY 2017, ongoing Proliferation Finance.
- SMART/ Vaccine Social Media collection tool social media traffic/Cyber, Accurint.

**Senior Financial Investigator**

2017 – Current

Florida Department of Revenue Orlando, Florida

Office of Criminal Investigations

- Lead development activities conducting professional, objective, thorough, efficient, and legally sufficient criminal investigations of possible revenue law violations in compliance with Department policies and procedures.
- Develop, refine and carry out a logical investigative plan on assigned cases.
- Liaise with subject matter experts and management when appropriate. Demonstrate good judgment, technical proficiency, comprehensiveness and sound investigative techniques when: conducting internal/external research; undertaking field visits; conducting interviews of subjects and witnesses; reviewing and comparing business records; gathering, securing, analyzing and documenting evidence; and memorializing activities, findings and recommendations in case reports and affidavits.
- Review, analyze, and assess banking, financial, official documents and records.
- Timely and accurately completes entries and attachments in Department systems and technology resources such as SUNTAX/SAP, CRM, D.A.V.I.D., C.C.I.S., Accurint and various Open Source resources.
- Team leader responsible for facilitating work of team members for quality/timely progression.

**Auditor, SES (Selected Exempt Service)**

2016 - 2017

Florida Department of Transportation Tallahassee, Florida

Office of Inspector General

- Coordinate and conduct audits, special projects, review of Department operations, programs, controls, contracts and agreements in compliance: professional standards.
- Promote accountability, integrity and process improvement in the Department.
- Develop assignment scopes, methodologies, and audit programs focus: fraud, waste, abuse.
- Prepare, research and design evaluations of programs, systems, controls, policies, procedures and other functions using audit and analytical techniques, operational risk and control matters.
- Analyze supporting evidence, draw logical conclusions and develop appropriate findings and recommendations.
- Team leader responsible for organizing and facilitating work of team members for quality/progress.



**Financial Examiner/ Analyst Supervisor/Exam Manager, SES**

2014-2017

Florida Department of Financial Services

Tallahassee, Florida

Office of Insurance Regulation, Property &amp; Casualty Financial Oversight, Examination Unit

- Perform detailed financial, performance, compliance, and solvency examinations of insurance companies and insurance holding company systems including evaluation of financial condition, transactions with affiliates, general operations, and internal controls to determine compliance with the National Association of Insurance Commissioners (NAIC) accounting procedures, Florida statutes and related rules and regulations, SOC1- Type 1 and 2 Reports, Subject Matter Expert: Derivatives
- Securities valuation, solvency surveillance, risk-focused surveillance framework, stochastic models
- Exam Manager - Recruit, Coach, evaluate, and develop financial examiner team, monitor personnel
- IT Risk and Control Identification, analysis, assessment, and ranking

**Financial Specialist, SES (Selected Exempt Service)**

2013-2014

Florida Department of Financial Services

Tallahassee, Florida

**Government Analyst I**

2012-2013

**Insurance Analyst II**

2010-2012

Bureau of Investigation, Legal Processing Unit

Division of Treasury, Bureau of Deferred Compensation

- Financial Reporting, disclosure controls, performance reports to Director/Advisory Council
- Examiner-in-Charge/ plan auditor performing examinations, audits, regulatory filings
- Investment review (report oversight results) adherence to Investment Policy, escalate as necessary
- Recruiting, training, coaching to develop staff Accountant: levels I-IV/ Senior Benefits Tech.
- Bloomberg terminal, Morningstar Direct Platform (License Manager), Funds wire transfers
- Audit / analyze financial crime investigations for quality assurance, legal compliance of Unfair Trade Practices, money laundering, Churning, Ponzi schemes, misappropriation of funds by seven (7) Field Offices statewide, 63 Investigators, Seven (7) Investigations Managers
- Obtaining, analyzing, and interpreting bank records, and business agency records through Subpoena, Search Warrants, Prior Consent
- Transaction testing, nested accounts, Recommendations of evidence enhancements or insufficiency determinations; determine and negotiate administrative penalties; assist Legal Unit with investigations, Risk Assessment, Mortgage Title Fraud
- Summarize case files, Suspicious Activity Reports (alerts) briefing cases before Legal Services Counsel and senior management; communicate with government enforcement officials and external agencies

**District Manager - DSD**

2007-2008

Kellogg Company, Snacks Division

North Florida/ South Georgia

- Successfully deliver results aligned with national sales volume consistently exceeding goals.
- Key leadership contributor in the creation and execution of successful Field Sales Strategies.
- Leadership coaching, developing a team of thirty-three direct reports, extraordinary employee retention.
- Drive District performance by consistently increasing weekly gross sales average from \$236K to \$425K.
- Implementation of ensuring team targeting processes, induction, recruitment, and training of sales and service team talent consisting of 33 direct reports, minimizing time territories are left vacant.

**Sales Manager/District Sales Manager**

1998 – 2003

Coca-Cola Enterprises, Inc.

Tallahassee, FL/Las Vegas, NV

- Full responsibility for sales execution in all local, regional and national assigned accounts, Cold Drink and Home Market, big box stores.
- Responsible for the in-market execution of all local, national and global sales priorities and Initiatives, liaison with Key Accounts such as AFFES, NAVY Exchange, Speedway Motorsports, NASCAR, PRCA/NFR.
- Responsible for identifying and developing core talent, including stewardship of the Talent Management Review at the Cold Drink Manager, DSM and Key Account Manager level.
- Coach and develop the team of direct reports while ensuring a culture of learning and development exists throughout the selling organization, Instructor – Dimensions of Professional Selling, created custom CRM database utilizing Dunn Bradstreet.
- Lead Relationship Manager with accounts, serving as the connection point with Account level leadership in operations with American multinational Retail corporations, hypermarkets, grocery, convenience/petroleum.
- Accountable for selling in and adherence to key calendar marketing Initiatives and agreements. Provide feedback to the national Key Account teams.
- Collaborate between distribution supply chain and field sales execution including sales/delivery, route planning, fountain service, and vending and cooler equipment service and placement.
- Provide a feedback loop to the Director of Sales on marketplace conditions (includes competition, channel plans, pricing, architecture), Market preparation and maintenance for Market tours and special events.
- Maintaining and verifying the accuracy of payments and statements ensuring commission variables were entered correctly into company systems and properly paid out.

**Financial Advisor**

2004 – 2005

Merrill Lynch

Tallahassee, Florida

- Offering a disciplined, proven wealth management strategy assisting individual investors and businesses manage, preserve and build wealth, Investment Analysis, Know Your Customer (KYC) Policies, Standards
- Establishing a strategy focused on client goals, risk tolerance, timeframe utilizing the Merrill Lynch Wealth Management Process, The USA PATRIOT Act of 2001, Review of EDGAR: N-SAR, N-Q, N-NFP

**ADDITIONAL SKILLS, LEADERSHIP & PROFESSIONAL LICENSES**

- President (2017), Secretary (2016), Chapter 16 - Association of Certified Fraud Examiners (ACFE)
- Society of Financial Examiners, State of Florida Chair (2015 - 16)
- Advanced use: MS Office Suite, Sallient: "Margin Minder", Criminal Justice Information Systems
- Adjunct Professor, Baptist College of Florida, Undergraduate Macro/Microeconomics, Financial Statement Analysis (2014)
- National Association of Insurance Commissioners – Valuation of Securities (E) Task Force Member, Derivatives (2016)
- German – Fluent
- International Association of Internal Auditors, Association of Inspector Generals - Member

**AWARDS \*Full Military and Civilian award record provided upon request:**

*Global War on Terrorism, United States Coast Guard, Operation Liberty Shield, 2017*  
*Spirit of the Chief Award, DHS, Chief Petty Officer Leadership Academy, 2014*  
*Employee of the Quarter, Department of Corrections, 2010*  
*State of Florida, Honorable Service Award, Governor Lawton Chiles, 1998*  
*Police Officer of the Year, 1992, 1993, 1997*