



# COMMISSIONER OF FINANCIAL REGULATION - 43004009

(37902)View Details

Job Postings (1)

Status: Open

Hiring Manager: SHERRI BRALEY  
Age: 0d

Talent Pipeline Hide Talent Pipeline

[View active candidates \(32\)](#) [View all candidates \(33\)](#)

Forwarded 0	Invited To Apply 0	New 32	Review 0	1st Interview 0	2nd Interview 0	Offer 0	Ready to Hire 0
----------------	-----------------------	-----------	-------------	--------------------	--------------------	------------	--------------------

Candidates: View all candidates (33)

Action 0 Selected

Filter Options

Enter Applicant Name

- Name
- Acey Stinson
- Arianda Olney
- Anthony Conway
- Arthur Garcia
- Christopher Jenkins
- Daniel Thommen
- David Kiester
- DEBORAH DEAN
- Donald Huggins
- Eric Sorensen
- George Schwyzer
- Gwynn Virostek
- Jacquyn Cusell
- Jay Fant
- Johnny Vilela
- Justin Jett
- Kevin Rosen
- KRISH Marvada
- Linda Bonvicin
- Linda Charity
- Lonnie Salimone
- Michael Stevens
- Monica Rutkowski
- Nichelle Thomas
- Rene Lee
- Richard Burns
- Richard Stone
- Ronald Rubin
- Rose Schindler
- Scott Williams
- Steven Petty
- Terrica Coleman

Johnny Vilela (External Candidate)

856-503-6417 vilela.johnny@gmail.com Cover Letter Resume

Application

Status: New

Country: United States

Attachments to be included in all Job Submissions: Submission Attachments 0 attached

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

Vacancy Source: Agency Website

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 le

Veteran Status: None of the Above

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 relation to the position you are applying are considered. [see 112.011, F.S.]

Have you ever been convicted of a felony or

William Jannace

a first degree misdemeanor ?

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 be grounds for termination at a later date. I understand that any information I give individuals and organizations to investigators, human resources staff, and other at purposes. The consent shall continue to be effective during my employment if I am employment are public records. I certify to the best of my knowledge and belief all 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 employment visa status (e.g. H-1B visa status)? No

Do you have at least five (5) years of responsible private sector experience working Yes

fulltime in areas within the subject matter jurisdiction of the Office of Financial Regulation within the previous ten (10) years?

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

Detail response on resume

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.

I was a former federal regulator with the Office of the Comptroller of the Currency (OCC) - U.S. Department of the Treasury.

▼ **Periods of Employment**

**Coöperatieve Rabobank U.A. (Rabobank)**

Director - Head of Regulatory Affairs and Compliance, North America

▼ **Details**

<b>Name of Employer*</b>	Coöperatieve Rabobank U.A. (Rabobank)
<b>Your Job Title*</b>	Director - Head of Regulatory Affairs and Compliance, North America
<b>Currently Employed*</b>	No
<b>Start Date*</b>	05/16/2016
<b>End Date*</b>	12/31/2017
<b>Hours Per Week*</b>	80
<b>Employer's Address</b>	New York
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	Led and managed a team to oversee Rabobank Consolidated U.S. Operations (C FINRA, SEC) and international (OSFI, IIROC, DNB, ECB, FCA) regulatory relatio
<b>Reason For Leaving*</b>	Bank Restructured
<b>Your name, if different during employment</b>	

**TD Bank, N.A. - TD Bank Group**

Vice President - Regulatory and Compliance Management

▼ **Details**

<b>Name of Employer*</b>	TD Bank, N.A. - TD Bank Group
<b>Your Job Title*</b>	Vice President - Regulatory and Compliance Management
<b>Currently Employed*</b>	No
<b>Start Date*</b>	12/08/2014
<b>End Date*</b>	05/13/2016
<b>Hours Per Week*</b>	55
<b>Employer's Address</b>	Cherry Hill, NJ
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	Established & operationalized a strategic approach to regulatory relations and coi Officer (OCDO).Regulatory Compliance and Data Management Program * Develk (adherence) program, and created a Regulatory Relations and Exam Managemel challenge remediation of all U.S. regulatory issues with data impact. Ensured suit

regulatory supervision and prepare OCDO management and businesses for emer appropriate responses to regulator requests, responses to MRAs/MRIAs and assi recommendations. \* Oversaw coordination and centraliz the flow of information management and staff teams on how to communicate effectively with regulators; OCC, FRB, CFPB). \* Identified and mitigated risk, (including but not limited to: cre technology, systemic, and other risks) within assigned area(s) of responsibility inc department risk policies, procedures and best practices; reassess existing proces and reduce risk to TD Bank Group and its participants; and foster an environmen Analyzed regulatory requirements (e.g. CCAR/DFAST, Basel III, BCBS 239, IHC, IRRBB, Dodd Frank, Volcker) to identify overlaps, gaps and opportunities by offer regulations in order to implement strategic solutions and minimize the impacts to of a risk based methodology & framework for monitoring & testing key data contrc reporting on TD Bank N.A. regulatory compliance pertaining to US data and relat regulators and examiners. \* Provided regulatory assessments to develop and imp creation of enterprise-wide policies and standards by effectively translating laws & execution and compliance adherence. \* Engaged with Data Steward community t Strategy and collaborated with Lead Data Stewards to support data issues, chang Governance, Data Quality and Data Management principles across the US busin activities across the US enterprise, including the definition and execution of appr and data decision rights. \* Collaborated with Enterprise and Operational Risk to d practices across the Enterprise to enable the management of data as a strategic : Oversaw the rollout of Data Quality (DQ) framework (including the deployment of provided expertise and guidance on DQ and related data capabilities to US busin standards.

**Reason For Leaving\*** Career Advancement

**Your name, if different during employment**

**Office of the Comptroller of the Currency (OCC) - U.S. Department of the Treasury**

Regulatory Advisor - Clearance Officer

▼ Details

**Name of Employer\*** Office of the Comptroller of the Currency (OCC) - U.S. Department of the Treasur

**Your Job Title\*** Regulatory Advisor - Clearance Officer

**Currently Employed\*** No

**Start Date\*** 08/06/2012

**End Date\*** 12/05/2014

**Hours Per Week\*** 40

**Employer's Address** D.C.

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\*** Legislative and Regulatory Activities Division \* Managed the agency clearance pr supervisory purposes; ensuring compliance with the Paperwork Reduction Act (P Elimination Act, applicable Office of Management and Budget (OMB) regulations Assisted in the development and implementation of compliance policy and strateg problem solving. Assessed risk, identified systemic compliance risks and trends, i effectiveness of compliance functions. \* Prepared communications for senior leac agency or national banking system, and ensured congressional offices are aware legislative positions and proposals. \* Revised Comptroller Handbooks (Consumer Examination Process) as needed, drafted and monitored agency rule-making pro and interim/direct final rules that comply with the Paperwork Reduction Act and c standards.

**Reason For Leaving\*** Accepted position at TD Bank N.A.

**Your name, if different during employment**

**Food and Drug Administration (FDA) - U.S. Department of Health and Human Services (HHS) Wa**

Senior Management Advisor

▼ Details

**Name of Employer\*** Food and Drug Administration (FDA) - U.S. Department of Health and Human Se

**Your Job Title\*** Senior Management Advisor

**Currently Employed\*** No

**Start Date\*** 11/06/2010

**End Date\*** 06/03/2012

**Hours Per Week\*** 40

**Employer's Address**

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

Ensured compliance with Federal Statutes and regulations governing the creation and guidance germane to the Paperwork Reduction Act process and advised senior related to federally sponsored data collections.\* Facilitated the workflow process and Research (CDER) and Center for Tobacco (CTP) to ensure compliance with center/office justification statements for requests of Office of Management and Budget info full consideration statutory, regulatory, programmatic and management issue OMB on all Paper Reduction Act information collection related activities. Lead pre Review content in notices and coordinated with Regulations Policy Management

**Reason For Leaving\***

Hired by the OCC

**Your name, if different during employment**

**Communications Training Analysis Corp. (CTAC)**

Business Analyst - Policy and Planning

▼ Details

**Name of Employer\***

Communications Training Analysis Corp. (CTAC)

**Your Job Title\***

Business Analyst - Policy and Planning

**Currently Employed\***

No

**Start Date\***

11/03/2008

**End Date\***

11/01/2010

**Hours Per Week\***

40

**Employer's Address**

Fairfax, Virginia

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

Advised various U.S. Federal Agencies on process improvement, strategic planning the use of resources in accomplishing the mission. Formulated and recommended business process analysis.\* Developed and instructed training seminars for the D Environmental Protection Agency (EPA) and Board of Governors of the Federal Reserve Paperwork Reduction Act (PRA).

**Reason For Leaving\***

Accepted position at FDA

**Your name, if different during employment**

**Political Media, Inc.**

Director - Political Affairs and Business Development

▼ Details

**Name of Employer\***

Political Media, Inc.

**Your Job Title\***

Director - Political Affairs and Business Development

**Currently Employed\***

No

**Start Date\***

01/01/2007

**End Date\***

01/01/2008

**Hours Per Week\***

40

**Employer's Address**

Washington, D.C.

**Supervisor's Name**

**Supervisor's Phone Number**

**Duties and Responsibilities\***

Managed corporate web branding and facilitated client project creation and implementation optimization and drove consistent revenue growth through building of strong client communication strategies and developed annual sales plan, generate and qualify Cultivated the corporate thought leadership strategy, content creation, and promote products obtained through business acquisitions and developed and implemented Coordinated teams during pitching process and campaign development for multi-timelines and budgets. Developed the corporate brand architecture and product n creation of new product names.

**Reason For Leaving\***

Accepted position at CTAC

**Your name, if different during employment**

**Christensen & Associates, Inc. - National Fundraising and Political Consulting**

Chief of Staff

▼ Details

<b>Name of Employer*</b>	Christensen & Associates, Inc. - National Fundraising and Political Consulting
<b>Your Job Title*</b>	Chief of Staff
<b>Currently Employed*</b>	No
<b>Start Date*</b>	01/01/2006
<b>End Date*</b>	01/01/2007
<b>Hours Per Week*</b>	55
<b>Employer's Address</b>	Washington, D.C.
<b>Supervisor's Name</b>	
<b>Supervisor's Phone Number</b>	
<b>Duties and Responsibilities*</b>	Managed donor database for congressional campaigns and organized events, wr numerous members of Congress with large donor fundraising.* Collaborated with strategy and implemented fundraising programs and activities consistent with set maintained relationships with relevant Administration officials, Congressional offic partners.* Represented the organization in meetings with Congressional officials ; developed and implemented communications plans and guided communication st
<b>Reason For Leaving*</b>	Accepted position at Political Media
<b>Your name, if different during employment</b>	

▼ Formal Education

**University of Baltimore**  
Baltimore, MD

▼ Details

<b>Name of School*</b>	University of Baltimore
<b>Location*</b>	Baltimore, MD
<b>Start Date*</b>	08/21/2006
<b>End Date</b>	05/17/2008
<b>Course of Study</b>	Master of Science - Negotiations and Conflict Management
<b>Degree Earned (transcripts may be required)*</b>	Masters
<b>Credit Hours – Quarter</b>	
<b>Credit Hours – Semester</b>	

**University of Florida**  
Gainesville, FL

▼ Details

<b>Name of School*</b>	University of Florida
<b>Location*</b>	Gainesville, FL
<b>Start Date*</b>	06/14/1999
<b>End Date</b>	05/03/2003
<b>Course of Study</b>	Bachelor of Arts - Political Science
<b>Degree Earned (transcripts may be required)*</b>	Bachelors
<b>Credit Hours – Quarter</b>	
<b>Credit Hours – Semester</b>	

▼ Language Skills

**Spanish**  
Fluent

▼ Details

<b>Language*</b>	Spanish
<b>Speaking Proficiency</b>	Fluent

**Reading Proficiency**      Fluent  
**Writing Proficiency**      Fluent

▼ **License, Registration or Certification**

There are no items in this section.

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

There are no items in this section.

▼ **Knowledge, Skills and Abilities**

▼ Details

**Knowledge, Skills and Abilities**

Items per page: 50 ▼

Page 1 of 1

Copyright © 2018 SuccessFactors, Inc. All rights reserved. These online services are SuccessFactors confidential and proprietary and for use by authorized SuccessFactors customers only. [Show version information.](#)

## Johnny Vilela

New York, New York

(856) 503-6417 • [vilela.johnny@gmail.com](mailto:vilela.johnny@gmail.com)

**Coöperatieve Rabobank U.A. (Rabobank), New York Branch**

2016 – 2017

*New York, New York*

### Director - Head of Regulatory Affairs and Compliance, North America

Led and managed a team to oversee Rabobank's U.S. (e.g. Federal Reserve System, FRBNY, OCC, NYSDFS, CFTC, CFPB, NFA, FINRA, SEC) and international (OSFI, IROCC, DNB, ECB, FCA) regulatory relationships and examinations.

#### *Regulatory Engagement and Examination Management*

- Established a centralized compliance program for supervisory interactions with Rabobank North America's federal supervisors and state regulatory agencies, building an enterprise-wide regulatory policy program, monitoring and guiding the implementation of new laws and regulations, and coordinating strategic U.S. and international advocacy initiatives.
- **Regulatory Relations:** Managed the firm's interactions with regulatory agencies, working to facilitate and represent the firm in regulator meetings, requests, and ongoing supervisory monitoring. Manage regulatory exams conducted by federal, state and international banking regulators. Provided review and challenge for regulatory materials as well as coaching, guidance and insight to company's senior management.
- Managed and coordinated senior relationships with regulators, including but not limited to: assisting in providing oversight for supervisory examinations and be the bank's principle interface for regulators; coordinated and managed events related to examinations and continuous monitoring, including working with businesses/functions in negotiating scope and timing of reviews, monitoring requested data aggregation and coordinating and attending regulatory meetings with control functions and business unit personnel; and collaborating with business leads to provide guidance on regulatory matters and continually enhancing the framework to identify, assess, control, and monitor regulatory communication.
- **Regulatory Policy:** Coordinated with senior management to identify, prioritize, and ensure appropriate awareness of the company's most critical legal, regulatory, and legislative policy issues in the U.S. and internationally. Developed and executed regulatory advocacy strategy on priority regulatory issues.
- **Regulatory Remediation and Escalation/Reporting:** Lead a team project managing the remediation of regulatory findings requirements across the enterprise. Oversaw the development of MIS and analysis and reporting on all regulatory and supervisory impacts to diverse stakeholders including North America Executive Team (CEO, CRO, CCO, Chief Auditor, CFO and COO) and boards of directors.
- Ensured business/function ownership and remediation tracking and progress of all regulatory issues (e.g. MR(1)A). Advised business in the development of appropriate responses to regulatory correspondence. Facilitated coordination meetings with regulators around planned supervisory activity and open regulatory issues. Analyzed and communicated within Rabobank any issues or themes arising, whether arising from internal regulatory activity or within the industry.
- **Corporate Governance:** Managed the production of regulatory materials and present to bank and boards of directors, senior management, governance committees and other internal and external forums. Produced reporting for North America Executive Team and Board of Directors regarding business line progress and remediation of regulatory findings (i.e. MRA/MRIA) from internal oversight functions, regulatory and external audit organizations.

#### *Regulatory Change Management and Advisory*

- Developed and managed the bank's regulation intake strategy (Regulatory Change Management Program & Regulatory Oversight Committee) and process to promote consistency in regulatory change identification, tracking, communicating, and reporting. This included analyzing new and revised laws and regulations, identifying and addressing regulatory issues impacting the firm's products, services, and operations, and maintaining preventative and detective controls.
- Analyzed, interpreted and reported on financial sector developments and policy initiatives; worked cooperatively to develop proposals and positions and prepared submissions to advance approved Rabobank positions through the legislative and regulatory policymaking process.
- Provided front office compliance advisory support to multiple lines of business, including corporate lending, project finance, trade and commodities finance, acquisition finance, capital markets, private equity, mergers and acquisitions, and swaps and derivatives



## Johnny Vilela

---

**TD Bank, N.A. – TD Bank Group**  
Cherry Hill, NJ

2014 - 2016

Vice President – Regulatory and Compliance Management  
*Office of the Chief Data Officer (OCDO)*

Established & operationalized a strategic approach to regulatory relations and compliance management for TD Bank's U.S. Office of the Chief Data Officer (OCDO).

### *Regulatory Compliance and Data Management Program*

- Developed and led the OCDO enterprise-wide compliance monitoring (adherence) program, and created a Regulatory Relations and Exam Management remediation matrix within the OCDO to identify, track, monitor & challenge remediation of all U.S. regulatory issues with data impact. Ensured suitable accountability and proper remediation activity resulting from regulatory supervision and prepare OCDO management and businesses for emerging regulatory issues and responsible for developing timely and appropriate responses to regulator requests, responses to MRAs/MRIAs and assist in development of responding to examiner and supervisory recommendations.
- Oversaw coordination and centralized the flow of information between various federal and state regulators; trained senior management and staff teams on how to communicate effectively with regulators; and facilitated ongoing meetings and interaction with regulators (i.e. OCC, FRB, CFPB).
- Identified and mitigated risk, (including but not limited to: credit, market, liquidity, operational, legal and compliance, technology, systemic, and other risks) within assigned area(s) of responsibility including: develop, communicate and ensure adherence to department risk policies, procedures and best practices; reassess existing processes and create new ones that most effectively anticipate, manage and reduce risk to TD Bank Group and its participants; and foster an environment of regulatory awareness and ensure regulatory compliance.
- Analyzed regulatory requirements (e.g. CCAR/DFAST, Basel III, BCBS 239, IHC, Liquidity Management, Regulation YY, Regulation WW, ICAAP, IRRBB, Dodd Frank, Volcker) to identify overlaps, gaps and opportunities by offering an independent opinion on data impact to the bank of new regulations in order to implement strategic solutions and minimize the impacts to all of TD's businesses and corporate functions.
- Provided oversight of a risk based methodology & framework for monitoring & testing key data controls in the LOBs as well as develop, monitor & communicate reporting on TD Bank N.A. regulatory compliance pertaining to US data and related risk & control programs to a variety of audiences, including regulators and examiners.
- Provided regulatory assessments to develop and implement detailed strategy, plans and processes to support the creation of enterprise-wide policies and standards by effectively translating laws and regulations into operational functions and action steps for execution and compliance adherence.
- Engaged with Data Steward community to ensure their business's programs aligned to the Enterprise Data Strategy and collaborated with Lead Data Stewards to support data issues, changes, and decisions relating to the consistent application of Data Governance, Data Quality and Data Management principles across the US business.
- Oversaw the operational aspects of Data Governance (DG) activities across the US enterprise, including the definition and execution of appropriate data stewardship policies, data roles and responsibilities, and data decision rights.
- Collaborated with Enterprise and Operational Risk to define data asset risk and embedded data stewardship and support practices across the Enterprise to enable the management of data as a strategic asset that can be shared and accessed across the organization.
- Oversaw the rollout of Data Quality (DQ) framework (including the deployment of the DQ Policy and DQ Tool Kit) and ongoing data quality initiatives; provided expertise and guidance on DQ and related data capabilities to US business segments and corporate functions to maintain alignment to DQ standards
- Assisted in the maintenance of the Data Governance and Data Quality frameworks (and supporting Standards, Tools, Templates and corresponding guidance material) to ensure ongoing relevance with regulations and changes to impacted businesses.

## Johnny Vilela

---

### Office of the Comptroller of the Currency (OCC)

2012 - 2014

*U.S. Department of the Treasury*

*Washington, D.C.*

#### Regulatory Advisor – Clearance Officer

*Legislative and Regulatory Activities Division*

- Managed the agency clearance program for all data series collected for policy, regulatory and supervisory purposes; ensuring compliance with the Paperwork Reduction Act (PRA), Regulatory Flexibility Act (RFA), Government Paperwork Elimination Act, applicable Office of Management and Budget (OMB) regulations and directives, and other applicable laws and regulations.
- Assisted in the development and implementation of compliance policy and strategic enforcement initiatives consistent with risk-based strategic problem solving. Assessed risk, identified systemic compliance risks and trends, and developed responses to address risks and evaluated the effectiveness of compliance functions.
- Prepared communications for senior leadership about congressional trends or events that might affect the agency or national banking system, and ensured congressional offices are aware of current issues involving the agency and prepared analyses of legislative positions and proposals.
- Revised Comptroller Handbooks (Consumer Compliance, Safety and Soundness, Asset Management, Examination Process) as needed, drafted and monitored agency rule-making processes; including notices of rule-making, proposed and final rules and interim/direct final rules that comply with the Paperwork Reduction Act and conform with other applicable statutes, regulations, policies and standards.

### Food and Drug Administration (FDA)

2010 – 2012

*U.S. Department of Health and Human Services (HHS)*

*Washington, D.C.*

#### Senior Management Advisor (FDA Clearance Officer)

- Ensured compliance with Federal Statutes and regulations governing the creation, use, maintenance of records and provided regulatory analysis and guidance germane to the Paperwork Reduction Act process and advised senior management on regulatory policies, issues, and procedures related to federally sponsored data collections.
- Facilitated the workflow process of information collection requests to the Center for Drug Evaluation and Research (CDER) and Center for Tobacco (CTP) to ensure compliance with the Paperwork Reduction Act, analyzed, and evaluated, center/office justification statements for requests of Office of Management and Budget - Office of Information and Regulatory Affairs approval taking into full consideration statutory, regulatory, programmatic and management issues.
- Managed and coordinated all communications with HHS and OMB on all Paper Reduction Act information collection related activities. Lead projects and timeline milestones with FDA centers (CTP and CDER). Review content in notices and coordinated with Regulations Policy Management staff, notice's publication in the Federal Register.

### Communications Training Analysis Corp. (CTAC)

2008 – 2010

*Fairfax, Virginia*

#### Business Analyst – Policy and Planning

- Advised various U.S. Federal Agencies on process improvement, strategic planning and business process policies and procedures that optimized the use of resources in accomplishing the mission. Formulated and recommended policy pertaining to process improvement, strategic planning and business process analysis.
- Developed and instructed training seminars for the Department of Health and Human Services (HHS and FDA) and Environmental Protection Agency (EPA) and Board of Governors of the Federal Reserve (FRB) on updated business processes in accordance with Paperwork Reduction Act (PRA).

## Johnny Vilela

---

### **Political Media, Inc.**

2007 – 2008

*Washington, D.C.*

#### Director – Political Affairs and Business Development

- Managed corporate web branding and facilitated client project creation and implementation and conducted media research, analysis, reporting, and optimization and drove consistent revenue growth through building of strong client relationships. Integrated new media into existing client communication strategies and developed annual sales plan, generate and qualify leads, manage sales cycle and execute prospecting campaigns.
- Cultivated the corporate thought leadership strategy, content creation, and promotion and oversaw the integration and rebranding of brands and products obtained through business acquisitions and developed and implemented objective driven, fully integrated multi-channel media plans.
- Coordinated teams during pitching process and campaign development for multi-office interactive advertising agency—ensuring deliverables met timelines and budgets. Developed the corporate brand architecture and product naming strategy and worked cross-functionally to facilitate the creation of new product names.

### **Christensen & Associates, Inc. – National Fundraising and Political Consulting**

2006 - 2007

*Washington, D.C.*

#### Chief of Staff – Fundraising and Campaign Development

- Managed donor database for congressional campaigns and organized events, wrote bilingual press releases, direct mail pieces, and assisted numerous members of Congress with large donor fundraising.
- Collaborated with senior leadership to develop candidates' political fundraising strategy and implemented fundraising programs and activities consistent with set goals, and the candidates' mission and priorities.
- Cultivated and maintained relationships with relevant Administration officials, Congressional offices, advocacy organizations, thought leaders and industry business partners.
- Represented the organization in meetings with Congressional officials and federal policy makers and coordinated media interviews, developed and implemented communications plans and guided communication strategy.

### Education

#### **Master of Science – Negotiations and Conflict Management**

Thesis: The Falkland Island - Islas Malvinas Conflict of 1982: A Look at Conflict Resolution and International Relations

*University of Baltimore*

#### **Bachelor of Arts – Political Science**

*University of Florida*

### Language(s)

*Spanish*

*English*

### Speaking Engagements

Panelist - Presenter, "Future of Regulation," Fordham / Accenture Compliance Series at Fordham Law School (New York, NY, July 12, 2017)