

748 N. Gary Avenue, Unit 102 ~ Wheaton, IL 60187 ~ 917.601.6621 ~ terryross00@aol.com

**OBJECTIVE:**

To contribute artistic experience to an organization where commitment to excellence will be utilized and advanced.

**SUMMARY OF QUALIFICATIONS:**

- Extensive training in all areas of the art business including sales, marketing, and coordinating art exhibits.
- Knowledgeable of many different areas of art including multiple art eras, past and current artist, and various artist techniques.

**PROFESSIONAL EXPERIENCE:**

Spanierman Gallery - East Hampton, New York

October 2007-Present

*Associate Director*

- Perform multiple sales of high-end artwork while interacting and negotiating with clients on a daily basis
- Manager of intern and gallery assistants
- Supervisor of all daily gallery operations including opening and closing procedures six days per week

*Head Exhibit Coordinator*

- Assisted in composing sixteen artist exhibits
- Collaborated with each artist to ensure a smooth show from start to finish
- Visited artists' studios to develop an accurate marketing plan for the artist talent
- Organized and implemented gallery openings throughout the season
- Responsible for scheduling, staffing, catering, and acquiring appropriate permits per event

*Marketing Associate*

- Attended events and worked closely with the East Hampton and Montauk Chamber of Commerce
- Assisted and created promotions for all group exhibits through website designs, local newspaper ads, and developed a popular Facebook group
- Researched and attended artist openings of competition galleries
- Monitored the progress of other galleries on the South and North Fork
- Acquired price points of artwork from competition galleries

SportsMed Center for Fitness - Carol Stream, Illinois

April 2006-August 2007

*Fitness Director / Aquatics / Group Exercise*

- Trained staff in CPR/AED and First Aid Training
- Responsible for all aspects of ancillary income

Gurneys-Inn Spa and Resort - Montauk, New York

November 2003 – Current

*Aquatic Director/ Fitness Supervisor /Health and Safety Coordinator*

- Establish programs within the Aquatic Department
- Create and implemented emergency action plan and staff protocol
- Proficient in Spa Soft

Complete Body Development - New York, New York

January 2002 – Current

*Consultant/Director/Trainer*

- Develop programs for three multi-purpose health clubs
- Provide CPR and First Aid training
- Provide aquatic fitness and personnel training

The Educational Alliance/Sol Goldman YMHA – New York, New York

November 2001- March 2003

*Program Director – Aquatics and Fitness / Project Liberty-Social Services*

- Administered training, scheduling, programming and budgeting
- Responsible for operation and maintenance of aquatic area and facility
- Secured a \$150,000 grant through the New York School of the Deaf

HealthTrack Sports Wellness - Glen Ellyn, Illinois  
*Manager (4 shifts per week) / Aquatic Director*

October 1997 - November 2001

- Lead all club operations
- Implemented Master Swim Team and Youth Stroke Clinic
- Responsible for training staff members related to the Aquatic Department
- Instructed CPR and First-Aid Training for 100 + staff members

Audubon Health Care - Cherry Hill, New Jersey  
*Program Coordinator*

May 1994 – July 1996

- Responsible for initiating a residential placement program focusing on normalization and community re-entry of brain-injured patients
- Hired and trained staff for daily operations of the residential placement program

Audubon Health Care / Brighton Place - Chalfont, Pennsylvania  
*Program Coordinator*

- Educate staff in connection with implementing program and behavioral goals for long-term brain-injured patients
- Responsible for hiring and training Life-Skill Aids and Therapeutic Counselors

Mediplex Rehab / Camden - Camden, New Jersey  
*Neurobehavioral Staff Coordinator*

January 1992 – November 1993

- Responsible for recruiting, orienting and scheduling Neurobehavioral Technician I and Technician II Level employees
- Provided training and continuing education of staff in connection with coping mechanisms for traumatic brain-injured patients
- Acted as a liaison between psychological and medical staff
- Provided crisis prevention and stress management training for facility

#### EDUCATION:

New York University Art Business Certification - New York , New York  
*Certification Obtained*

- Courses in Law and Ethics in the Art Market, International and National Art Market, Wealth Management, Art Appraisal, Art Auction.

Museum of Modern Art: Art History - New York, New York

- Six to eight week long courses.
- Courses in 1880-1945, 1945-1970, 1970-Current, Pop Art in the 60's.

Southern Illinois University - Carbondale, Illinois  
*Bachelors Degree in Psychology*

- Minor in Physical Education specializing in Adaptive Aquatics

Temple University – School of Social Work - Philadelphia, Pennsylvania

- Graduate Studies

#### NEW YORK TIMES REVIEW:

*“Light of Spring 3” Exhibit*

- “Colors of the Season” by Benjamin Genocchio, [www.nytimes.com](http://www.nytimes.com)

#### SUMMARY OF QUALIFICATIONS:

Red Cross Certified Water Safety Instructor

Red Cross Certified Lifeguard Instructor

CPR and First-Aid Instructor through American Heart and Red Cross

World Instructor Certified Trainer (WITS)

Slow Motion / Power of 10 Trainer (Precision Fitness)