

# Michelle Spiziri-Leff

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## Profile

A highly accomplished entrepreneur professional with a proven track record of successfully developing and cultivating long term relationships in a variety of fields from home health care, advertising, Entrepreneurship, and the visual arts. Dynamic and innovative with demonstrated capacity to effectively manage, multi-task and lead while creating long term, stable, and profitable relationships.

## Professional Experience

**Artist-Painter, Freelance Acting/Performance, ([MichelleSpiziri.com](http://MichelleSpiziri.com))**  
1986-Present

**[MichelleSpiziri.com](http://MichelleSpiziri.com)- Artist, published artist, gallery artist, on-line sales artist Ongoing-**

**Re-Emerged Artist in 2016 after years of Corporate America sales career and Entrepreneurship**

- Painter using acrylics and mixed media on small and large format substrates
- Published artists in a multitude of literary magazines including; *Beyond Words Literary Magazine*, *Tempered Runes Press*, *Galdrar*, *3Elements Literary Review*, and *The Closed Eye Open*.
- Recipient of Jurors Choice Awards through the MFA Gallery, Annapolis Maryland.
- Multiple gallery/exhibitions both group and solo within Pennsylvania, Maryland. (Baltimore Art Gallery, Hampden, Art House Restaurant, Atlas Fine Art, Gallery Blue Door, Red Raven Art Company, Katsea Art Gallery, M.F.A. Gallery, Grey Matter, OOO (MAP), Max Gallery, Liriodendron Mansion, Bel Air, Sothebys real estate-Ruxton, Overlea Arts Best of show in painting category 2019, 3rd place best in sculpture category 2022, etc).
- Represented by Red Raven Art Company, Lancaster PA-ongoing, Katsea Gallery, and Self/website/shop.
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## March 2020

Johns Hopkins Psychiatry National research recruitment video (with Kindall Rende and Richard Chisolm)

## Other

**SET PAINTER (Keith Weaver - charge) Fells Point, Maryland**

- HOMICIDE: LIFE ON THE STREET
- VARIOUS COMMERCIALS AND OTHER PAINTING PROJECTS
- TWIN DIAMOND STUDIOS-faux finishing (Kim Manfredi)
- SECTION, SEGMENT, AND SEQUENCE-choreographed mathematical performance in movement with two other character-non verbal (William Tudor)
- INDEPENDENT SET DESIGNER FOR INDEPENDENT PROJECT

**Type A Home Concierge- A Home Wellness Company**  
Nov 2008-COVID 2020

Owner/Founder/President of niche home management company

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- Provide home wellness and Lifestyle Management services including detailed green cleaning, organizing, personal chef, errand running, personal assistant and concierge services to home owners/busy professionals throughout Maryland.
  - Plan, schedule, and manage full operations with over 50 accounts, recruit, hire, train, coach, schedule, manage 6-12 employees.
  - Sales, marketing, and branding creative.

**Invacare Corporation, Mid Atlantic Region**

**Nov 2006-Sept 2008**

Territory Business Manager

- Manage one hundred accounts with an annual operating plan over \$4 million as part of the world's leading manufacturer and distributor in the \$8.0 billion worldwide market for medical equipment.
- Promote, market, and sell a product line comprising Durable Medical Equipment, Rehab, Respiratory, Wound Care Management, and Business Management Software solutions in the North East region covering Pennsylvania, Delaware, and Maryland - services long term care facilities, nursing homes, doctor's offices, and VA hospitals.
- Prepare and present proposals to customers on capabilities, quality, and the value proposition of products and services
- Work one on one with US Veterans and therapists and home health care providers in fitting for wheelchairs and other necessary options for long term comfort for quadriplegic to paraplegic, Parkinson disease, amputee's and others in need.

**Yellow Book USA, Timonium, Maryland**

**2001 to 2006**

Account Executive

- Consistently rated as top ranked Business Development Representative/Account Representative in the office exceeding quota by 200% which includes revenues in excess of \$10,000 and bringing in 140 new accounts during a nine month period.
- Invited as a guest speaker to present sales, prospecting, and closing strategies to the Wilmington Sales territory.
- Promoted to Account Executive position dealing with a revenue base in excess of \$600,000 and increasing new business by \$15,000 effective October 2002.

**CHECKMATE GRAPHICS PRE-PRESS, Baltimore, Maryland**

**2000 to 2001**

Account Executive

- Developed new sales territories in the in the Washington/Maryland area thereby increasing market share by 20% by prospecting for new accounts, servicing existing accounts, and coordinating with the production department to ensure that work is performed on time and within cost estimates.
- Called on commercial printers, publishers, ad agencies, graphic designers, businesses and institutional accounts with in-house printing capabilities to market a full-range of pre-press graphics services including camera work, stripping, scanning, film impositions, and desk-top services
- **BALTIMORE COUNTY PUBLIC SCHOOLS, Towson, Maryland** **1995-1999**

Teacher

- Introduced and implemented creative curricula utilizing discipline based art education which includes art criticism, art history, art production, and aesthetics.
- Prepared and taught dynamic lesson plans for instructing courses in Photography, Computer Graphics, Art History, and Studio Art for individual students, small groups, and classes over thirty students
- Designed and presented visuals for conveying artistic concepts

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- Served as a juror and speaker in support of student art shows

## **Other Experiences**

**WEARMEARTS**, Baltimore, Maryland

**1992 to 2000**

Proprietor/Art Consultant

- Founder, owner, operator and sales representative for a custom craft and art business. Designed and produced all advertising and promotional materials.
- Successfully supported and managed artistic projects for art exhibitions, television commercials, and popular local TV series.
- Contracted by Whiskey Island Pirate Shop to design corporate logo used on company's Internet web site and on labels of its food products and condiments sold in stores.

**BALLY TOTAL FITNESS/MAC**, Towson, White Marsh, and Timonium, Baltimore Maryland-**1998 to 2010**

Certified Group Fitness Instructor (Part-Time)

- Coordinate and Instruct Group Fitness Aerobics and specialty classes in Kwando, Power Flex, Spinning, and Kick Boxing
- Counsel clients on health, nutrition, physical fitness, and conditioning

## **Education**

**Towson University**, 1995

Maryland State Teaching Certification in Art Education G.P.A. 3.5

**Maryland Institute, College of Art**, 1992

Bachelor of Fine Arts Degree G.P.A 3.5

Cum Laude Graduate; Deans List – Four Semesters

**Pennsylvania School for the Arts** (Now PCAD) Lancaster Pa, 1986-1990

Certificate of Fine Arts 1990 (prior to the school becoming an accredited college)

## **Honors, Awards, Certifications, and Affiliations**

- 2001 – Rookie of the Year (#1 of 30)
- 2002,2004 – Chairman's Club
- Aerobics and Fitness Association of America
- National Association of Professional Organizers(NAPO)

## **Skills**

Entrepreneurial, Sales, Marketing, Artist, Painter,hand builder-pottery, team builder, team training.