

Julie A. Visnich LCSW, LAC

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STRENGTHS

- Training and Organizational Development
- Vision, Conceptualization, and Execution
- Writing and Presentation Skills
- Leadership and Development
- Active and Empathic Listening
- Academic Pursuits in Social Work and Addiction

EXPERIENCE AND ACCOMPLISHMENTS

Private Practice, Psychotherapy

Durango, CO

April 2006 – Present

- Specialize in adults, couples, and family therapy,
- Trauma and addictions
- Practice informed by traditional psychotherapy, neuroscience, and quantum theory

Addictions Counselor/Teacher

Denier Youth Services Center Durango, CO

May 2008 – September 2013

- Developed cohesive experiential curriculum relevant to teens and in compliance with state regulations
- Led lively class in didactic fashion, and facilitated therapeutic group interaction
- Incorporated many aspects of addiction from brain chemistry to cognitive behavioral

Addictions Counselor

Balance Counseling Durango, CO

May 2009 – December 2010

- Led group therapy for adjudicated adult clients (up to 12 per group) with substance abuse issues
- Developed and delivered 12-week, Level II education curriculum for DUI offenders

Adjunct Professor

South West Community College of Durango

September 2009 - Present

- Introduction to Social Work

Fall Semester 2009

University of Denver Graduate School of Social Work, Durango

- Substance Dependency

Summer Semester 2010

University of Denver Graduate School of Social Work, Durango

- Clinical Skills Lab

Fall Semester 2014

Drug Court Coordinator

6th Judicial District, Durango CO

May 2010 – December 2010

- Point person for 3 specialized court teams: Adult Drug Court, Juvenile Court, Behavioral Court
- Teams include members of probation, prosecution, defense, therapists, law enforcement, judge/magistrate
- Spearheaded special projects such as DREAM Group and complete Juvenile Court reconceptualization
- Increased use of data to prove drug court efficacy

Founder/Director & Advisor, Snowboard Outreach Society

Durango Mountain Resort

September 2004 – Fall 2014

- Initiated non-profit, experiential youth adventure therapy snowboard program centered around character development
- Grew program from zero to 100 participants in 3 years
- Recruited, trained, and mentored 40 volunteers and instructors
- Developed strong partnerships with Durango Mountain Resort and 9R School District

Founder and Director of SheRide Women's Camp

Durango Mountain Resort

January 2003 – June 2014

- Founded and ran women's snowboard and mountain biking camp
- Facilitated goal attainment for over 500 attendees from 35 states over 45 plus camps
- Achieved highest conversation rate in snow sports industry (rate at which first timers stay with the sport)

CORPORATE CAREER SUMMARY

Fourteen year career as a results driven pace setter known for over achieving revenue and management goals. Strong track record penetrating Fortune 1000, national reseller, and distribution accounts resulting in multi-year, large volume contracts. Developed new markets and launched new product sets.

National Partner Account Manger
KANA Communications, Redwood City CA

December 1999 –December 2000

- Built East Cost Partner Channel from ground up
- Generated \$6 million in revenue in 2 quarters

National Reseller Account Manager
Seagate Software, Vancouver BC, Canada

August 1997 – December 1999

- Grew revenue 20% quarter over quarter
- Motivated and trained several hundred inside and field sales reps at national reseller accounts

Partner Account Manager and Direct Corporate Sales
Seagate Software, Vancouver BC, Canada

August 1997 – January 1999

- 160% of revenue goal
- Built VAR and System Integration Partner Channel in Mid-Atlantic Territory from ground up

National Account Manager – Distribution and Retail Accounts
Claris Corporation, Santa Clara, CA

June 1995 – July 1997

- First Claris rep to sell into 500-store national retail chain with an initial order of \$550,000
- Developed VAR strategy to maximize VAR channel sales through distribution

Account Manager
Claris Corporation, Santa Clara, CA

April 1992 - May 1995

- Awarded Rep of the Year - 1993
- Highest corporate licensing sales in the U.S., 1993

Director of Outside Sales
Multimedia Design Corp, Alexandria, VA

May 1991 - April 1992

- Generated 20% of company's first year total revenue in six months
- Introduced leading edge multimedia technology into the market prior to standardization

Account Manager, Higher Education
ComputerLand Mid-Atlantic, Clinton, MD

May 1987 to April 1991

- Built Higher Education Program,- Top Educational Sales Branch on East Coast
- Consistently achieved 150% of quota

EDUCATION

B.A., Communications/German minor
Radford University, Radford, VA

September 1982 to December 1985

- Graduated with Honors in 3.5 years

Masters of Social Work
University of Denver Graduate School of Social Work

September 2004 – May 2006

- 4.0 Grade Point Average