



Terrence (T.J.) Young

August 26, 2024

Randy Duane
Secretary, Board of Directors Winchester Country Club
Nomination Committee Chair

Dear Randy/Nomination Committee

I am writing to express my interest in the Board of Directors position with Winchester Country Club. I am confident I have the qualifications and skills necessary for the position, and I'm eager to put my knowledge and experience to work. I am passionate about the club's mission, direction and success for years to come. I believe I can contribute toward it in an impactful way.

As VP at Virasec IT Support Services, I lead a team of account executives and engineers everyday and help them find innovative new ways of thinking and approaches to all manner of tasks that we face in the industry. I have a deep understanding of data analytics and its application to influence business decisions. My combined 5 years of board experience with Literacy Volunteers, and IHN Sports has taught me to be creative and to solve complex problems.

Thank you for your time and consideration. With a proven track record of success in both sales and leadership, I'm confident I'm the right candidate. I look forward to hearing from you and will be available for an interview at your earliest convenience.

Sincerely,
Terrence (T.J.) Young



105 Collington Ct
Stephens City, VA 22655



540.247.9517



tyoung@virasec.com



www.virasec.com





TERRENCE (T.J.) YOUNG

Vice President, Sales & Marketing – Virasec IT Support Services, Inc.

PROFILE

Business Executive with a proven track record of exceeding expectations. A self-starter with a rare, but genuine sense of ownership in all tasks, both assigned and chosen.

CONTACT

PHONE:
540.247.9517

WEBSITE:
www.virasec.colm

EMAIL:
tyoung@virasec.com

HOBBIES

Golf
Woodworking
Travel

EDUCATION

Greensboro College

2001 - 2003

Associates Degree – Business Administration

WORK EXPERIENCE

Virasec IT Support Services Vice President, Sales & Marketing

January 2024–Present

Responsible for creating, improving and implementing company marketing initiatives. Managing sales and marketing teams to ensure consistent growth and quota attainment

Virasec IT Support Services Sr. Account Executive

January 2017–December 2023

Responsible for company revenue and market share growth. Maintaining client relationships and handling day-to-day vCIO tasks for 100+ clients.

IHN Sports Founding Principal, Board Member

May 2020–Present

As a founding member of the organization, I was responsible for all fundraising and marketing tasks. Creating and maintaining our web presence, social media accounts and establishing relationships with local sports programs and schools. Helped the organization obtain its 501c3 status, which was achieved in April of 2021.

Literacy Volunteers - Board Member

February 2011 – February 2012

Primary responsibilities were fundraising and planning the annual "storybook ball". Creating awareness in the community about the shocking level of literacy in our community and challenges, therein.

SKILLS

- Marketing
- Fundraising
- Organizational Strategy
- Data Analytics