

Adam Dubilo

"I never considered a difference of opinion in politics, in religion,... as cause for withdrawing from a friend." -TJ

adam@adamvintage.com

Summary

Hello, my name is Adam J Dubilo. I'm an experienced contributor and management professional with a background in retail and wholesale banking, finance, security, IT / telecom, non-profit development. I also have a passion for the watch industry, and am a prominent vintage watch dealer; founder of adamvintage.com. I am highly skilled at writing about vintage watches and other related topics that I may be an expert on. I am an expert curator of many subsets of Western Antiquities. I have a strong background in ancient medicine, world religion, US history and US politics. I serve my community through local government committees, youth sports coaching, junior achievement and a huge supporter of local arts organizations. I believe giving to others and loving what you do is the only path to happiness in career and personal life. I am an Ordained Minister with the official title of His Eminent Grace Adam Joseph Dubilo, legally recognized by the Commonwealth of Massachusetts along with the achievement of a Doctorate in Divinity.

RSS Feed: <https://www.adamvintage.com/1/feed>

Experience

Founder and Curator at AdamVintage

2010 - Present

Founder of AdamVintage.com, a vintage watch company, and service firm. Fine and rare Vintage Watches for sale and a top industry resource. Adam volunteers his time to be our curator.

Volunteer Contributor to iW Magazine and AboutTime Magazine - Expert vintage watch contributor

His Eminent Grace Adam Joseph Dubilo at Universal Life Church

November 2017 - Present

I have been called by God to serve him and all his children. I believe in and recognize the Universal Church as the only legitimate Church of God, in that, the very definition of the Universal Church is all churches under our most Holy Father who sits in His Holy Kingdom. I am but a shepherd of Christ, and prescribe to the teachings of Christianity. I believe in the Holy Trinity, I accept Jesus Christ as my personal savior, and I pray to God as if God, in his Holy Trinity, is one in Christ and therefore the One and only Judge and Most Holy Teacher. I believe in certain fundamental sacred teachings: to love one another, to forgive one another, do not judge one

another and that we are all sinners in the eyes of God. Therefore, we must repent and beg for God's forgiveness, as the only means to inherit His great Kingdom.

I have adopted the title "His Eminent Grace" Adam Joseph Dubilo; however, this formality only speaks to my personal calling and legal title. You may refer to me using my formal title or as Brother Adam.

In regards to religious ceremonies; I am Ordained, at my sole discretion, to lead the most significant ceremonies. If the most Holy God commands me not to perform a ceremony, under His name, I shall not do so. I am legally filed and approved by the Commonwealth of Massachusetts to act as resident clergy.

In regards to spiritual advice or counseling and Holy Teachings, I have been called by God to perform these functions without discretion and believe that this alone, is my most significant calling.

Warm Regards,

His Eminent Grace
Adam Joseph Dubilo
Doctor of Divinity

Volunteer Press & Media Relations at Artistic Dance Conservatory, Corp.

October 2008 - Present

Head of Fundraising and Media Relations for a non-profit dance education corporation.

Webmaster and Press Release Editor

Develop media relationships

Seek out prospects and solicit for event sponsorship

Develop fundraising policies and programs

Independent Researcher Business and Commerce | Volunteer Work at National Write Your Congressman, Inc.

January 2017 - January 2018 (1 year 1 month)

I provide a community service to small business owners resulting in an effective voice in Congress.

Consult with business owners on how to continue to have an effective voice in Congress and provide fact based research on the future of congressional decisions as well as state issues.

My audience is mostly small to mid-sized businesses, farms, and organizations that share a passion for the future of our Country regardless of what party is in power. National Write Your Congressman is a political organization, not a lobby group. We do not accept money from any government, special interest groups or political parties. I loved this work, I hope to return to it someday when I have more time...

Sales Manager Business Services at Comcast

April 2011 - July 2017 (6 years 4 months)

Coach and develop SMB outside sales team for Springfield/Hartford markets. Support and drive revenue growth in key SMB product lines for Comcast Business Services.

Responsible for contractual quarterly revenue growth of \$2.5MM

Maintain and develop key vendor and community relationships

Identify and recruit sales talent

Create and/or implement strategies to drive revenue growth

Identify and introduce mid-market and enterprise level prospects

Mortgage Loan Officer at Mortgage Network

September 2007 - May 2011 (3 years 9 months)

In early 2007, Adam co-founded ADYS Mortgage, Inc. creating a local diverse financial services company specializing in residential mortgage finance. In mid 2009, Adam negotiated and closed on the merger of ADYS Mortgage, Inc. and Mortgage Network; with Mortgage Network being the surviving entity. Mortgage Network is a large scale multi-state lender. The merger allowed ADYS clients to maintain local representation and realize the benefits of an expanded product portfolio and more flexible pricing options. Adam currently holds a position of Mortgage Loan Officer with Mortgage Network and holds a license through the MA Division of Banks NMLS ID#9269. Over the past 10 years Adam has originated and closed on over \$20MM in first time home buyer financing, \$15MM in construction financing and \$20MM in refinance business - all within the greater pioneer valley. Adam has over a 90% close ratio which speaks to his quality of origination and strong relationships with his clients.

Custom Design & Sales at Tyco International

April 2009 - April 2011 (2 years 1 month)

ADT Custom Home Services

Led \$1MM+ net worth clients through security system sales cycle from introduction through design stage and final installation.

Worked with celebrities and clients of high profile on sensitive security needs

Frequently recognized as a top producer

Experienced in home automation design and systems; residential and commercial grade camera design and systems; fire and hazard detection design and systems.

Account Executive at Indymac Bank

February 2005 - October 2007 (2 years 9 months)

Named Rookie of the Year in 2006, I was a top sales executive and Presidents Club Member at Novastar Financial in their Wholesale Mortgage Business unit. During this time, I developed a new territory in the Western MA area, signed three large correspondent accounts, managed multiple new small to mid-sized accounts, aided management with new hire training and sales training, and advised outside and inside clients on secondary market transactions. During the sub prime crisis this unit was sold to IndyMac bank.

Bank Manager / Mortgage Officer at Berkshire Bank

December 2000 - February 2005 (4 years 3 months)

I was hired by Sr. Management at Woronoco Savings Bank to develop a new territory for the bank in the East Longmeadow, MA / Northern CT area. I guess my entrepreneurial spirit came through well in the interview. During this time I served both as Branch Bank Manager and Mortgage Officer in this territory. I was responsible for deposit growth, revenue growth and loan growth for this territory. I was responsible for cash control, branch security, and operational / compliance soundness. Additionally, I was responsible for all employee related management including new hires, trainings, and disciplinary actions. I successfully exceeded all goals set by management and grew this new territory beyond their expectations.

Bank Manager at Bank of America

April 1999 - December 2000 (1 year 9 months)

Shortly after starting with Fleet I was recognized by Fleet's Sr. Management as a top performer and invited into their prestigious Management Development Program. This was an MBA boot camp and an unbelievable professional growth experience. Thank you Fleet! (now Bank of America). During my time at Fleet I served as Bank Manager in both the Amherst, MA and Springfield, MA areas. I was responsible for SBA loan growth, deposit growth and non-deposit bank sales; as well as, operational soundness and employee management.

Sales Agent at Prudential Insurance

June 1998 - April 1999 (11 months)

Earned Series 6 and 63 NASD Investment Lic., MA Life and Health Lic., MA P&C Lic. Worked as a sales agent and sold/advised on fixed income and variable investment products, life insurance and P&C insurance.

Trainer at MassMutual

June 1996 - June 1998 (2 years 1 month)

I worked in their corporate service and sales department as a new hire product/technical trainer for their life and fixed income product call center. During my time there and under the direction of my manager (who was like a mentor to me) and help from my team, I developed and implemented the company's first training curriculum and training modulars for the division. Additionally, I worked with top sales agents (nationwide) for the company and served as their point-of-contact if there were issues that could not be solved by service reps or their managers. I also served on the company's sales retention committee, which was an employee launched effort to retain business from inbound cancellations. During my time as a committee member, we estimated total retained revenues of \$2.3MM.

intern at Chicopee Chamber Of Commerce

1995 - 1996 (2 years)

New Membership Sales

Education

University of Edinburgh Business School

Certificate Program, World Economics , 2017

University of Pennsylvania

Certificate Program, History of medicine/Ancient medicine through Jewish manuscript, 2017

Harvard University

Certificate Program, Ancient Egyptian Art and Archaeology, 2018

Western New England University

International Finance, 1996 - 2012

Marist College

Mathematics, 1995 - 1996

Activities and Societies: Debate Team

University of Pennsylvania

Certificate Program, The Tabernacle in Word & Image: An Italian Jewish Manuscript Revealed, 2018

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[Contact Adam on LinkedIn](#)