



She builds bridges

NAME KAREN DIMORA
TITLE DIRECTOR OF BUSINESS DEVELOPMENT
COMPANY DELTA COMPUTER GROUP
IDEA OF A PERFECT DAY BREAKFAST AND DINNER WITH MY FAMILY, A FULL ROSTER AT WORK AND PERHAPS A YOGA CLASS

Karen DiMora has joined Delta Computer Group in Farmingdale as director of business development.

DiMora, who has more than 20 years of sales and business development experience, will work closely with management and sales executives to increase revenue for the company, which provides computer maintenance and information technology products and services.

"I find that many technology companies struggle with bridges between marketing and sales," DiMora said, noting that one of the major selling points of the position was management's philosophy that the two functions should be more tightly aligned.

DiMora said her goals include building the brand and conveying the company's message through advertising, traditional networking channels and a stronger online presence.

In her most recent position, DiMora was an account executive at Computer Network Solutions in Plainview. Previously, she held the title of vice president of sales at Sessions Online School of Art & Design in New York. She has also served as a business partner with resellers of software from IBM, HP, Dell and other companies, collaborating with them to improve business processes and helping to drive domestic and international sales growth.

Once, while working with a business partner in Mexico City, she booked a prominent local hotel for a sales event. When she arrived, she was shocked at the tremendous turnout for the event. "I thought I had done such a great job, but then I found out the president of the country was speaking at the hotel," she said. But it wasn't a total loss. "Many people from the business community who had come to see the president speak stopped by to see us," she said.

DiMora said her best business decision was choosing technology as a career. "I stepped into it during a New York state work-study program, in which I worked as a microfilm operator," she said. "My job was to transfer documents to film, which was very new wave at the time."

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- BERNADETTE STARZEE

Engineering

H2M in Melville announced that **Timothy J. Ward** passed a National Association of Corrosion Engineers course to become a level 2 coatings inspector. Ward, who joined H2M in 2005 as a junior coatings inspector, is responsible for inspecting water storage facilities, painting and rehabilitations.

Health Care

Ilene Corina, the founder of the Wantagh-based patient advocacy group PULSE of NY, has been named one of the 100 Most Powerful People in Healthcare in 2009 by "Modern Healthcare" magazine, whose readers chose the winners from more than 25,700 nominations.

Human Resources

Employment Practices Advisors Inc. in Northport, a provider of legal, business and human resources consulting services, announced that **Sima Ali** has joined its staff as a labor and employment law consultant. Ali has more than 12 years of legal experience and 15-plus years of experience in labor relations.

Information Technology

Barbara Viola has been elected eastern district director of the Association of Information Technology Professionals. Viola, who is president of the IT staffing firm Viotech Solutions in Farmingdale, has been president of the Hicksville-based Long Island Chapter of the AITP since 1999.

Insurance

Bankers Consec Life Insurance Co. has named **Jason Prew** branch sales manager of its Islandia office. Prew was most recently a unit sales manager in the Parsippany, N.J.,



TIMOTHY J. WARD

ILENE CORINA

SIMA ALI

BARBARA VIOLA



IVETTE MOLINARES-EMANUEL

JEFFREY BERNSTEIN

MICHAEL FALTISCHEK

JENNIFER BENTLEY

sales office of Bankers Life and Casualty Co.

Law

Thomas E. Stagg and **Debra L. Wabnik**, formerly partners at the law firm of Simmons, Jannace & Stagg in Garden City, have joined **Ronald M. Terenzi** and the **Hon. Lisa M. Confusione**, formerly principals of the Garden City-based law firm of Berkman, Henoeh, Peterson & Peddy, to form a new firm, Stagg, Terenzi, Confusione & Wabnik, which is also located in Garden City.

Stagg focuses on commercial and civil litigation at both the trial and appellate levels. Wabnik's practice areas include uniform commercial code, truth in lending and bank-

ing, and credit card litigation. Terenzi focuses his practices on bankruptcy, creditors' rights and commercial litigation, the latter two of which are specialties for Confusione, as well.

Geisler & Gabriele in Garden City announced the promotion of **Ivette Molinares-Emanuel** to partner. Molinares-Emanuel has been with the firm since its 2000 inception.

Military

The New York Air National Guard's 106th Rescue Wing in Westhampton Beach has a new commander. **Col. Tom Owens II**, an Iraq War veteran, most recently served as second in command of the 174th Fighter

Wing in Syracuse.

Nonprofits

Jeffrey Bernstein, president and chief executive of Strategic Brands in New York, has been named vice chairman of the American Heart Association's Long Island board of directors.

Michael Faltischek, senior partner at Ruskin Moscou Faltischek in Uniondale, has been named general counsel to the Advanced Energy Research & Technology Center in Stony Brook. Faltischek has served as vice chairman of AERTC's advisory board since 2007.

Jennifer Bentley, an associate in the labor and employment law practice group at Certilman Balin Adler & Hyman in East Meadow, has been appointed to the board of directors of the Long Island Advocacy Center Inc., which has offices in New Hyde Park and Hauppauge.

William Hodrinsky has been named the Long Island regional director for FIRST (For Inspiration and Recognition of Science and Technology), a Manchester, N.H.-based nonprofit organization that seeks to inspire young people's interest in science and technology. Hodrinsky's role will include coordinating activities for Long Island's 100-plus FIRST teams and developing new regional partnerships and mentorships. A board member for School-Business Partnerships of Long Island, Hodrinsky previously served as the district director of information technology at the Connetquot Central School District in Bohemia and as a district coordinator of technology at Central Islip Public Schools.