

# ADRIANA CASTELLANOS

373 N. Poplar St.  
Orange, California 92868

Tel: (949) 244-2750  
E-mail: adri3k@yahoo.com

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## OBJECTIVE

Experienced, dedicated professional seeking an opportunity in the field of Chemical Dependency as a Marketing Representative and or Intervention Work.

## SUMMARY OF QUALIFICATIONS

- Excellent People Skills and Desire to Help Others
- **Fluent** in Spanish and English
- Project Professional Company Image and Develop Rapport With Customers
- Tutor Spanish speaking children
- Computer Literate: Windows, MS Word Excel, E-mail Systems
- Creative in Floral Design and Wedding Work
- Extremely Reliable
- Marketing and Outreach experience
- Highly Motivated, Dependable, Quick Learner
- Work Well Independently and Under Demanding Conditions
- Admissions Experience
- Familiar with Event Planning and Development of conferences
- Recognized by management as trustworthy and reliable
- Created book of business and maintain those relationships

## EDUCATION AND PROFESSIONAL DEVELOPMENT

Registered Recovery Worker

ICDC Pacific West, CADAC preparation (I am currently working on obtaining credentials)

Orange Coast College, Costa Mesa, California, Drug and Alcohol Counselor

Trained in Arise, Systemic and the Storti Model of Intervention

Co-facilitated Interventionist during Interventions.

Facilitated family groups, self esteem groups and art therapy groups.

## WORK HISTORY

### **Marshak Clinic, Malibu, Ca Marketing Director**

**2008-2008**

- Establish relationships and continue relationships locally and nationally. Research new opportunities for revenue. Attend conferences. Plan networking events and conferences locally and internationally. Create and adhere to budgets.

### **Bridges to Recover, Pacific Palisades, Ca Clinical Outreach**

**2008-2008**

- Established and continue relationships with prior and new professionals in Southern California area. Adhere to marketing reports such as call logs and plan of action. Execute presentations for professionals.

### **New Directions, Costa Mesa, Ca Clinical Outreach**

**2005 – 2008**

- Established and continued relationships with prior and new professionals both locally and nationally, attend conferences, book travels. Coordinate intervention workshops and educational presentations. Execute Presentations for professionals, Adhere o marketing reports, adhere to budget. Research new programs and professionals. Admission of clients from initial phone conversation, transportation as well as actual admission of client. Co-facilitated family group. Facilitated self esteem groups with clients.

### **Balboa Horizons, Newport Beach, Ca Marketing and Outreach**

**2005-2005**

- Established relationships and maintained them, attended conferences, booked own travels, trained staff, held spiritual groups and led crisis interventions on clients. Presented to groups of professionals and created site visits and event planning. Intake and admissions.

**THE CASA REAL LEARNING CENTER, Santa Ana, CA      Floral Design Teacher – Bi-Lingual      2001 – 2004**

- Conducted classes, workshops, and demonstrations
- Provided individual instruction to teach topics and skills in floral design to multicultural students using the Spanish and English language
- Instructed students individually and in groups using various teaching methods such as lectures, discussions, and demonstrations
- Adapted teaching methods and instructional materials to meet students' varying needs and interests
- Assigned and graded class work and homework, enforced policies and rules governing students
- Conferred with other teachers and professionals to plan and schedule lessons promoting learning and development
- Established clear objectives for all lessons, units, and projects and communicated those objectives to students
- Instructed and monitored students in use and care of equipment and material in order to prevent injury and damage
- Maintained accurate and completed student records as required by administrative policy

**FLOWERS ETC., Fountain Valley, CA      Floral Designer      2001 – Present**

- Responsible for all aspects of flower handling and floral design
- Purchased flowers, stored and maintained flowers as well as provided professional customer service
- A cooperative team member with the ability to work well under pressure
- Inform customers about the maintenance and handling of flowers and foliage, indoor plants, and other items.
- Create and change in-store and window displays, designs, and looks to enhance a shop's image

**BLOOM WHERE YOU ARE PLANTED, Newport Beach, CA Floral Design Specialist      1999 – 2001**

- Responsible for all aspects of floral care as described above / Assisted in wedding work.

**The Shepherd's Purse Flowers, Costa Mesa, CA      Floral Design Specialist/Owner      1999 – Present**

- Specialized in floral designs and decorations to compliment catered events and functions
- Conferred with clients regarding price and type of arrangement desired and the date, time, and place of delivery
- Planned arrangement according to client's requirements utilizing knowledge of design of materials or selected appropriate standard design pattern
- Selected flora and foliage for arrangements working with numerous combinations to synthesize and develop new creations
- Trimmed material and arranged bouquets, wreaths, terrariums and other items using trimmers, shapers, wire, pins, floral tape, foam, and other materials
- Watered plants and cut, conditioned, and cleaned flowers and foliage for storage
- Wrapped and priced completed arrangements
- Decorated or supervised the decoration of buildings, halls, churches or other facilities for parties, weddings, and other occasions
- Projected company image and developed rapport with customers
- Scheduled appointments, responded to inquiries, and consistently met and exceeded multiple department deadlines

My name is Adriana Castellanos and I have been sober for close to 8 ½ years. I was placed in this field nearly 5 years ago. I say that because I had no idea that I would be doing this as my job. It is amazing how everything that has happen to me led up to this very moment and wow! What an incredible journey. I have had the opportunity of running into women out and about and I always feel extremely grateful for having been a part of their lives professionally but still when I see them they remind me of the courage we have get through our higher power to face this disease and put it to rest within us.

I got here because of my desire to learn marketing and sales for my little wedding flower business I had created. A friend of mine was the Director of this little program and she also had a side business selling clocks. I had asked her how to grow my business and the rest is history! I started at that little women's extended care program and in a few months the phone was ringing in hopes of placing women who had completed primary care in some of the most reputable programs. I was shocked! However, I had begun friendships with some of the most amazing people I had ever met. I began to learn about treatment. When I went to conferences and lectures I sat in and took notes more than I networked. I was fascinated! I was able to understand myself in an educated way. I have the 12 steps for emotional understanding and lectures for educational understanding. Between you and me I have to pay attention more to the 12 step understanding for obvious reasons... My sponsor points out my psychological jargon constantly. Anyhow to make a long story even longer I went to ICDCs Pacific West to get my CADAC that school is now called Health Staff and it is based in Santa Ana. It was amazing because so much of my past pain was kicked up during this time. I got to work it out and it made me stronger. I worked at New Directions as outreach and I traveled nationally and I went to school. It took me longer to finish because of my traveling but I completed it. Since then I facilitated self-esteem groups, art therapy groups with my flowers using Japanese design. It has a spiritual meaning. I did admissions work also and it was then I realized how much I enjoyed talking and helping the family get their loved one into treatment. I especially loved helping the women so broken and afraid get into treatment. I seemed to connect with them so naturally. It was after awhile one of the therapist thought I should facilitate family group and I did. I loved challenging the families to just open up about their feelings and to get into al-anon. I loved it.

I had put intervention trainings together and sat in on the trainings. I knew then that intervention work was something I could be good at. I went along on an intervention with Ed Storti and I was blown away. I actually had some information for the families. Ed said I would be good at this. Until this day I call and ask Ed for his thoughts. He is one of my mentors. I also put a training together using the systemic model. I learned that model also, not my favorite. I accompanied a few other interventionist's and found that some of the women I spoke to on the phone in a way I was intervening especially those girls that took a few weeks even months but they came.

Recently a year and two months ago I had a baby I took a few months off in his first few months before I came back. I wasn't sure I was going to be able to do my work Ed assured me that if it was meant to be it would all happen when it was supposed to. He also said enjoy your family. When I heard about the arise training I went and loved the model. So here I am working from home for an amazing program that I absolutely believe in and my husband and the nanny do a great job helping me out. I am working with my second family intervention and I am looking forward to the future. I thank my higher power for the perfection and wisdom of his will. The credit I give myself is the footwork and the faith I continue to live in even when times are hard and my insecurities are full blown.

I just wanted to give you a little information about me and the way I got into this field. I am looking forward to us getting to know each other. Oh, and I can't wait to hear your story!

Adriana

