

# Executive Spotlight



Danielle Santangelo

## **DANIELLE SANTANGELO JOINS ARC AS VP IN VA**

American Relocation Connections (ARC) has announced that Danielle Santangelo, CRP, GMS, has recently joined the Fairfax, VA-based global mobility company as senior vice president of business development.

Santangelo will be responsible for overseeing account management, sales, advertising, and marketing for corporate and government business. "Entering her 10th year in the relocation industry and with a master's in business administration, Danielle is well-prepared for her new role," says ARC Director Bill Mulholland, CRP, GMS.

After relocating from Scottsdale, AZ, Santangelo immediately became active in the Greater Washington Employee Relocation Council (GWERC). She served as a chairperson for the 2013 GWERC Scholarship Committee and has plans to become more heavily involved in the local chapter's work to make a positive impact on the industry.



Donna Wilson

## **DONNA WILSON JOINS STEWART RELOCATION SERVICES**

Donna Wilson, CRP, GMS, has joined Stewart Relocation Services as strategic account manager, charged with maintaining and building relationships with Stewart's relocation customers in North America.

"Donna's extensive relocation industry experience provides great insight, allowing her to anticipate our customers' needs and ensure that these needs are met," says Piper Sheffield, SCRIP, senior vice president and director of Stewart Relocation Services. "We're excited to have such a seasoned relocation professional join our team." Wilson has more than 20 years of experience in the real estate and relocation industries.



John Svahra

## **IMPACT GROUP HIRES JOHN SVAHRA AS INTERNATIONAL CLIENT RELATIONSHIP EXEC**

John Svahra has joined IMPACT Group as an international client relationship executive, responsible for managing and growing key international global accounts. He is based in Southbury, CT.

"Svahra brings more than 15 years of solid global relocation account management experience to IMPACT Group and has demonstrated his ability to build strong relationships, delivering outstanding customer service," says Ray Halagera, president of IMPACT Group. "While John is always thoughtful of client growth, he is outstanding at client retention due to his ability to think outside the box, analyze data, and contribute to lean, yet efficient resource planning."

Svahra has worked in domestic as well as international global mobility. Prior to joining IMPACT Group, he held positions with several relocation companies, including Cartus, where he managed the accounts of several Fortune 500 organizations.

## **CAROL TOREN-EDMISTON HEADS CENTRALIZED RETAIL SALES FOR WELLS FARGO**

Carol Toren-Edmiston will lead Wells Fargo Home Mortgage's 1,300 centralized sales team members, who work with more than 300,000 home financing customers through in-bound telesales, direct-to-consumer channels, affinity groups, the company's relocation program, and referral opportunities from partners such as Wells Fargo Advisors and Wells Fargo Customer Connection.

Toren-Edmiston most recently served as senior vice president and senior director, correspondent lending, at Citibank. She also spent three years as senior director of the company's direct-to-consumer business. Her 25-year career includes a stint at Wells Fargo from 1985 through 2007, where she worked in a variety of roles, mainly in the correspondent, home equity, and finance arenas.



Carol Toren-Edmiston