

WORK EXPERIENCE

SENIOR EDUCATION CONSULTANT

07/2016 - PRESENT

New York, NY

- A student of the industry with demonstrated confidence of topical knowledge
- Generate additional revenue opportunities
- Willingness and capability to travel; work outside the scope of normal business hours as needed
- Series 6/7 and 65/66 registrations or willingness to successfully complete within 60 days
- Planning & forecasting to ensure that targets are achieved
- Driving to allocated schools / educational institutions to conduct marketing presentations
- Advising and consulting with learners and prospective students
- Strong project communication, organizational, analytical and writing skills
- Demonstrates integrity by modeling the UN’s values and ethical standards

EDUCATION CONSULTANT

10/2011 - 05/2016

New York, NY

- Assisting with execution of clinical in-servicing events in existing and new accounts
- Providing input to prepare additional materials as needed in the support of sales and training
- Act as a clinical and technical product expert for all ZOLL Hospital products
- Seamlessly integrate technology (iPad, Outlook, PPT, etc.) into work
- Successful Health/ Life sciences sales/ marketing/promotional track record into Educational Institutions , Knowledge of Academic Institutional account structures and Decision making pro-cesses
- Interpersonal skills – communicating powerfully and prolifically at all levels within the organisation – level 3 capability Provides sense of direction and purpose. Delivers presentations clearly and with high impact
- Focus on Results – Drives for Results Does everything possible to achieve goals regularly measures and evaluates progress. Accepts responsibility for the results base outcomes
- Proven Direct Solution Selling experience track record in High value sales (\$100k +)

KNOWLEDGE SOLUTION EDUCATION CONSULTANT

11/2006 - 05/2011

Houston, TX

- Help leaders and department trainers to succeed in transferring knowledge in ways that generate results. Develop and implement strategies to track, monitor and communicate the success of training efforts and effective transfer of knowledge, continually assessing strategies, opportunities, monitoring, and suggesting changes
- Address all beauty therapist’s and salon owners concerns regarding treatments, product knowledge and retail sales
- Ensure deep product knowledge
- Provide best practice quality implementation professional learning for HMH technology programs for teachers, coaches and leaders
- Present or support implementation/classroom/instructional activities at regional and national events
- Consult with leadership and teachers about their professional learning needs to position HMH services
- Provide professional learning reports following each session
- Track service delivery and calendar

EDUCATION

UNIVERSITY OF NEW MEXICO - GALLUP

2002 - 2006

Bachelor’s Degree in Nursing

PROFESSIONAL SKILLS

- Strong project management skills, strategic thinking skills and success navigating clients through change
- Incumbents typically have ten or more years of relevant experience (e.g., proven field sales experience, prior training experience, etc.)
- Excellent interpersonal creative and communication skills. Experience with animation, video editing, and written documentation are all pluses
- Above average meeting facilitation, presentation skills and Microsoft office skills
- Superior communication skills, interpersonal and customer service skills
- Excellent interpersonal skills; Fluency in English (Listening, Speaking, Reading & Writing)
- Strong numeracy skills and ability to work with numbers relating to pricing, discounts and basic principles of economics