**Essence Smith**

**215 Sand Beach Blvd. Shreveport La.**

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**JOB OBJECTIVE**

To obtain a position in the field of health education and promotion, where my excellent work ethic, experience, and attention to detail will contribute to the organization's goals.

**SUMMARY OF QUALIFICATIONS**  
As your employee, I can:

* Demonstrate strong work ethic
* Exhibit strong interpersonal skills
* Communicate well with co-workers
* Handle the task at hand
* Plan worksite health promotion programs specific to employees of companies
* Conduct needs assessments
* Plan health education and promotion programs for general or specific audiences (i.e., weight loss, cardiovascular patients, cancer patients, diabetes patients, senior citizens, youth, etc.)
* Implement health education and promotion programs
* Evaluate health education and promotion programs
* Lead health counseling sessions
* Promote health programs

**EDUCATION AND TRAINING**  
  
Certified Health Education Specialist Obtained: April 2012  
  
Louisiana State University New Orleans, LA Graduation: December 2015  
Master of Public Health  
Major: Behavioral Science and Community Health  
  
University of New Orleans, LA Graduation: December 2006  
Bachelor of Science

Major: Health Promotion and Human Performance

**WORK EXPERIENCE**

**Woman's Hospital** Baton Rouge, LA  
Nutrition and Wellness Department-Nutritional Health Coach April 2012-Janurary 2014  
Duties:

* Plans, implement Life Coaching program.
* Educate, motivate and support clients to achieve their health goals through lifestyle and behavior adjustments
* Successfully coached and monitored clients in achieving their wellness goals
* Plans, implements and evaluates support groups for weight loss and weight maintenance.
* Presenting health education presentations and client support groups
* Created materials for program dissemination that both encourage and reinforce behavior change
* Resource for health coaching staff.
* Demonstrates excellent task management skills.
* Implements life coaching skills to assist clients in: stress management, weight loss, time management, prioritizing and anything else to improve quality of life.

**Gap Inc.** New Orleans, La.

Brand Customer Experience Expert/ Sales Analyst August 2001-December 2012

Duties:

* Increased sales by implementing innovative marketing strategies to drive product sales and capitalize on new revenue potential
* Liable for allocation, budget volume, marketing and promotions of the whole range of store products
* Increased productivity/revenue through product knowledge and developing and organizing sale strategies
* Developed advertising strategies to cater to the needs of the clients while increasing sales volume by 35% in 3 months
* Successfully maintained key relationships with existing clients to increase client retention while establishing new client relationships in an effort to grow the business
* Maintained store integrity through brand standards and replenishment
* Developed and coordinated store fund raising/volunteer activities

**Training and Supervisory Experience:**

* Lead a cross functional team of representatives to ensure consistency and cohesiveness as a team in both visual implementation and sales.
* Train, and mentor successful sales representatives.
* Train and coach 80% of new/existing employees.
* Effective problem solver with ability to resolve difficult situations to achieve desired results
* Highly competitive, self-starter who is organized, disciplined, and goal-oriented.

**Louisiana Public Health Institute** New Orleans, La.

Public Health Specialist Intern December 2005-July 2007

Duties:

* Worked with the School Health Connection program to improve school health services across the New Orleans Metropolitan area.
* Researched evidence-based school health programs to identify best practices in the field to aid with planning and developing program components and program evaluation criteria.
* Assisted with the development of a school based health center program and facilities manual.
* Contributed to the research and development of the program web site content and the database for information dissemination and program communications.
* Maintained and established relationships with key members of the community