

Dean Gadberry



dean@deangadberry.com ❖ (469) 420-0771 ❖ Denton, TX

SUMMARY

Proven sales leader who turns tough markets into growth opportunities. Recognized top performer with expertise in territory planning, customer engagement, and closing deals. Experienced across telecom, home improvement, and automotive services, with a record of building loyalty and driving ROI.

SKILLS

Sales Leadership & Strategy • Territory Management • Team Leadership, Coaching & Development • Negotiation & Conflict Resolution • Relationship Building & Customer Retention • Client Needs Analysis & Solution Selling • Public Speaking & Interpersonal Communication • Sales Strategy & Lead Generation • Project Management & Workflow Optimization • Financial Management (AP/AR, Payroll) • Standard Operating Procedure Development • Data Analysis & Reporting • Microsoft 365 Suite • Excel VBA Macros • QuickBooks • Full-Stack Web Development

WORK EXPERIENCE

Charter Spectrum

Feb. 2025 – Present

Residential Connectivity Specialist

Dallas/Fort Worth Metroplex, TX

- Consistently achieve up to 267% of assigned sales targets in one of the most competitive and performance-driven environments in the telecommunications industry.
- Strategically plan and execute door-to-door sales campaigns for pre-qualified leads, adapting messaging and approach to maximize close rates.
- Serve as the primary face of the brand in the community, building trust and long-term customer relationships.
- Analyze territory performance and adjust lead engagement strategies to optimize productivity and ROI.
- Maintain expert knowledge of complex product offerings, competitive landscape, and evolving customer needs.

PDR-Team

Aug. 2024 – Feb. 2025

Regional Sales Manager & Catastrophe Site Coordinator

United States of America

- Managed high-volume catastrophe sites across the United States—including Sterling, VA; Edmond, OK; Lewisville, TX—coordinating door-to-door outreach to vehicle owners for damage assessments and repair.
- Directed and assigned paintless dent repair estimators and repair technicians to optimize workflow and ensure timely completion of services.
- Negotiated directly with insurance adjusters to secure fair repair approvals and expedite claim processing.
- Oversaw customer service operations including vehicle pickups, returns, invoicing, and payment processing, ensuring a seamless client experience.

Pella Windows and Doors

May. 2024 – Aug. 2024

Event & Door-to-Door Sales Representative

Grapevine, TX

- Generated \$60,198 in revenue worth of leads each month by independently working at events and door-to-door to build rapport, tailor conversations to diverse audiences, and sign customers up for consultations.
- Ranked 3rd most valuable among 48 reps by producing 5% of the company's annual sales in just 55 event hours.
- Achieved 0.71 leads/hour average, with a 44% cancel rate (2nd best company-wide).
- Coached new hires on lead generation strategies and sales techniques, accelerating their ramp-up time.

North Central Texas College

Jun. 2022 – May. 2024

Undergraduate Academic Tutor & STEM Club President

Flower Mound, TX

- Provided personalized tutoring in mathematics, computer science, chemistry, biology, and Linux, significantly improving student academic performance.
- Assessed individual learning needs and developed tailored lesson plans to enhance understanding of complex concepts.

- Served as President of the STEM Club, leading event planning and project coordination for engineering and computer science students to foster collaboration and practical learning.
- Organized workshops and activities promoting STEM disciplines and supporting student engagement across campus.

Garver

May. 2023 – Apr. 2024

Electrical Engineering Team Support

Frisco, TX

- Systematized electrical infrastructure cataloging and streamlined workflows using Excel and VBA macros, resulting in an 80% increase in production efficiency.
- Developed and delivered training on new tools and standard operating procedures (SOPs) to peers, ensuring adherence to accelerated productivity standards.

Classy Closets

Mar. 2022 – May. 2023

Web Developer, Financial Administrator & Closet Installer

Grapevine, TX

- Architected and designed the back-end of a Django-based enterprise resource planning (ERP) system for the production team, enabling efficient tracking of customer information, job assignments, order entry, scheduling, and installation progress.
- Implemented the front-end user interface of the ERP system, creating an employee-facing dashboard for real-time updates on job steps that significantly increased operational efficiency at workstations.
- Developed and implemented standard operating procedures for QuickBooks accounts payable and receivable, independently directing and completing comprehensive documentation to train and assess my planned replacement.
- Managed full-cycle accounts payable, accounts receivable, and weekly payroll using QuickBooks, ensuring financial accuracy and timely processing.

Amazon

Dec. 2021 – Mar. 2022

Warehouse Associate & Management Trainee

CAE3 West Columbia, SC

- Completed intensive management training program focused on leadership, operations, and team coordination.
- Picked and packaged products accurately and efficiently for timely delivery.
- Led a 4-person team during decanting operations, ensuring smooth workflow and safety compliance.

School Time Bible Ministries

Dec. 2021 – Feb. 2022

Nonprofit Multi-Role Assistant

Columbia, SC

- Supported nonprofit consultations by providing administrative assistance that enhanced client relations and project workflow.
- Led a major organizational project to sort and systematize storage files, significantly improving operational efficiency.
- Performed carpentry work to build sets that supported program activities and events.