

# Dean Gadberry

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## Skills

- **Sales and Customer Service:** Outside Sales, Route Planning, Event Sales, Sales Coaching, Lead Generation, Table Service
- **Team Leadership:** Task Delegation, Resource Management, Supervision, Conflict Resolution
- **Full-Stack Web Development:** Python (Django), HTML, CSS, MySQL, AWS
- **Tutoring:** Mathematics, Computer Science, Linux, Chemistry, Biology
- **Software Proficiency:** QuickBooks, Microsoft 365, Excel VBA Macros, Adobe Acrobat, Revit

## Education

### University of the Nations

- *Certificate in Inductive Biblical Studies* — Kansas City, USA, 2021
- *Certificate in Cross-Cultural Missions* — Dubai, UAE; Beirut, Lebanon, 2020
- *Certificate III in Discipleship* — Newcastle, Australia; Gorkha, Nepal, 2019

## Employment

### **PDR-Team Inc.**, Lewisville, TX, USA

*Outside Sales Representative* — September 2024 to Present

- Responsible for closing an average of \$34,755.90 in revenue per month from assigned leads
- Conducted market research to identify client needs and developed tailored solutions.

### **Pella Windows and Doors of DFW**, Grapevine, TX, USA

*Event Sales Representative* — May 2024 to August 2024

- Exceeded daily, weekly, and monthly goals by an average of 100% and generated \$50,000 in revenue worth of leads every month
- Responsible for independently generating leads at a variety of events in Dallas Fort Worth totaling an average of \$4,411 in net sales per hour in the field
- Coached new hires on best practices for lead generation and sales potential after only 6 weeks in the position

**North Central Texas College**, Flower Mound, TX, USA

*Computer, Math & Science Tutor* — June 2022 to May 2024

- Provided personalized tutoring sessions, improving student performance in various undergraduate courses
- Assessed individual student needs and developed tailored learning plans
- Effectively communicated complex concepts in a clear and understandable manner

**Garver**, Frisco, TX, USA

*Electrical Engineering Team Support (Temporary Contract)* — May 2023 to March 2024

- Responsible for tracking performance metrics and developing and executing plans to increase efficiency within the team
- Systematized cataloging of electrical infrastructure with Excel resulting in a 60% increase in project efficiency
- Wrote VBA macros to automate project tasks and simplify engineers' workflow

**Classy Closets of DFW**, Grapevine, TX, USA

*Web Developer; AP/AR/Payroll; Closet Installer* — October 2020 to May 2023

- Designed and developed a full-stack web application for job tracking and user data management in which my team focused on database development, server-side processes, and static asset integration
- Managed full-cycle Accounts Payable/Receivable and weekly payroll, ensuring financial accuracy in all aspects of accounting with QuickBooks
- Utilized industrial carpentry equipment to manufacture adjustable closet systems
- Installed finished closets in residential homes with the use of power tools and mobile equipment

**MESA Mexican Cuisine**, Grapevine, TX, USA

*Service Manager; Bartender; Server* — July 2018 to July 2020

- Managed nightly operations, ensuring high standards of service by meeting customer service demands, coaching restaurant front-of-house staff and promoting profitability
- Kept position as #1 tipped employee for the duration of my position as a server and bartender

