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