

Julien S.A. Wray

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Objectives

I would like to positively impact the work environment by actively engaging in the responsibilities for the position desired while developing skills that lead to personal growth.

Accomplishments

- **Proclamation from the City of Miami for Excellence Leadership & Achievement** –this award represented the immediate positive impact and accomplishments of leading students in the South Florida area to attain local, city and national recognition and achievements.
- **Secured several millions of dollars** in sales in a short timeframe while being the main Speaker
- **Compliance Administrator** – worked in a high-intensity office that have major impact within compliance for the 4th and 6th Largest School District in the United States of America.
- **Recipient of the 2006 Miami Chamber of Commerce Fastest Growing Revenue** - honored for increasing financial growth while serving as Vice President for a Real Estate Investment Firm.
- **Legacy Magazine “2011 South Florida 40 Under 40 Leaders of Today and Tomorrow”** - selected to be on the cover of the “Legacy Magazine” (Miami Herald) while receiving this award.
<https://news.fiu.edu/2011/06/alumni-honored-as-south-florida-leaders-of-today-and-tomorrow/27947>
- **African American Achievers Award** – presented to Leaders who achieved in their areas of business. Presented by the JM Family Enterprises, Inc.
- **Equal Employment Opportunity Commission (EEOC) Trained** – agency/department governed by a federal agency that administers and enforces civil rights laws against workplace discrimination. Received professional training and attended courses for professional development.
- **Beginning Teacher of the Year 1998** – nominated as the Beginning Teacher of the Year for (Miami Palmetto Middle School)
- **Exceptional Student Education “Teacher of the Year Finalist”** – finalist for the Miami-Dade County School Board District as “Rookie-Teacher of the Year” within the Exceptional Student Education (ESE).
- **Florida’s Speakers Bureau (Lead Speaker)** – nominated to be on the Florida’s Speakers Bureau as a Lead Speaker due to exceptional Public Speaking and Leadership abilities.
- **Top Producer/Account Executive [A.E.] of the month** - Recorded history to become Senior Account Executive Title and Earnings within the World’s Largest Computer Learning Center (New Horizons {Miami})
- **Municipal Contracts Awarded**– designated to lead several citywide and national campaigns, programs, groups and Tier-I events {Miami Gardens, Miramar, Miami, Delray Beach, Presidential Campaigns}
- **Producer: Television/Content Creator/Tier-I Events** Executive produced and directed Tier I productions. Developed budget for the entire television production; secured rights to production and ensured all involved in production were made aware of those rights; developed and maintained overall production schedules; arranged spacing for rehearsals, audition and production meetings; designated and delegated production responsibilities as appropriate; host/Personality for a youth and young adult talk-show; interviewed celebrities and guest; and, developed creative and educational segments.

Experience

February 2020 - Present | Licensed Realtor

Keller Williams to Canvas Real Estate | Boca Raton, FL.

- Maintain a good relationship with lenders, appraisers, home inspectors and escrow companies
- Prepare necessary paperwork such as closing statements, deeds, contracts, purchase agreements and leases
- Compile lists of real estate properties with details regarding their location, square footage and features
- Promote sale of properties through open houses, engagement in multiple listing services and advertisements
- Establish a network of mortgage lenders, contractors and legal attorneys to whom you can refer clients
- Inspect condition of premises and organize for necessary maintenance or inform property owners of maintenance needs
- Evaluate clients' financial abilities and research properties within their buying power

May 2019- Present | Sr. Business Consultant (Contract-Based)

Better Business Connection | Boca Raton, FL.

- Meet with department heads and others on a weekly, monthly or quarterly basis to give updates and request support when needed.
- Develop computer information resources, paying special attention to areas such as strategic computing, data control and security.
- Participate in staffing actions and decisions, including recruitment, hiring, supervising and training new hires.
- Assign and oversee the work of other computer-related workers hired by the company.
- Direct, manage and oversee daily operations ensuring that employees meet deadlines and work efficiently.
- Manage P&L and resources; perform calculations, design and consulting of systems for large projects
- Prepare due diligence and feasibility reports and communicate design concepts
- Active role in business developments efforts by assisting with proposal development, attending industry networking events and conducting presentations for external environment.
- Market to clients and attract new business

March 2018- May 2019 | National Education Consultant | Business Developer | Speaker

Larson Texts, Inc. / BIG Ideas Math (Learning) | Erie, Pennsylvania

- Main Speaker for State and District Adoptions; secured several millions of dollars in sales in a short timeframe
- Responsible for ongoing implementation and training.
- Cultivated new business in undeveloped regions
- Planned, coordinated and presented awareness events in my region (FL, GA, SC, NC, MS, TN, KY) to Decision Makers.
- Developed over \$2,000,000 in revenue growth to K-12 schools and school districts South-Central Region (FL, GA, SC, NC, MS, TN, KY) within a couple of months.
- Developed and maintain relationships with key decision-makers at the school and district level within K-12 Education
- Travel 80-90% of the time across the Eastern United States (35-40 weeks of travel per year)
- Developed, produced and delivered PowerPoint presentations to large and small groups of Decision Makers
- Delivered persuasive and competitive presentations, both face-to-face and virtually, to demonstrate how the company's technology can effectively improve classrooms
- Worked in tandem with Distributor supporting their objectives

March 2016- October 2016 | Senior Director of Education & Out-of-School Programs

Achievement Centers for Children and Families | 555 NW 4th St, Delray Bch., FL

- Integral part of the leadership team and is responsible for supporting, developing and implementing educational programming responsive to the needs of the community served.
- budget development and monitoring
- Implemented curricula, coaching and mentoring staff, developing and maintaining relationships with school district professionals and community partners, collecting and maintaining outcome data, and fiscal management to ensure excellence.
- Provided outstanding enrichment, inspiring a love for learning, and promoting positive outcomes for the children and families it serves.
- Developed curriculum for innovative programming.
- In-depth understanding of issues related to diversity and educational outcomes.
- Worked with youth, schools, elected/government officials, interfaith, and community groups.
- Worked in a leadership capacity to lead and develop diverse teams.
- Administration in the setting of a non-profit programming.
- Developed, implement, and manage creative/innovative programs.
- Collaborator skilled in building and facilitating relationships.
- Maintained and analyze data and effectively compile and write outcome reports.

December 2006 – January 2016 | Sr. Business Consultant

LYFE Management Group | Boca Raton, FL.

- Consultant services are in a supervisory role in areas below:
- Assist with the development of a strategic plan to advance the company's mission and objectives and to promote revenue, profitability, and growth as an organization.
- Consult the company operations to insure production efficiency, quality, service, and cost-effective management of resources
- Assist with the communication with “Hi-Profile Individuals” (Mayor, Professional Athletes, Business Owners) business and charitable operations.
- Hire and acquire individuals that work with volume talent acquisition and on-boarding; conducted gap analysis to identify areas of opportunity for learning initiatives and translated content into a facilitator-deliverable format
- Consult with Human Resource Director.
- Advise and develop political campaigns and fund raising platforms for Presidential, Mayoral and State Representatives
- Assist with the planning, developing, and implementing strategies for generating resources and revenues

September 2014 – February 2015 | EEOC Compliance Administrator

Broward County Schools | 600 SE 3rd Ave, Fort Lauderdale, FL 33301

- Investigated & resolved Discrimination Charges and processing ADA reasonable accommodation requests.
- Provided guidance to administrators/employees regarding Non-Discrimination Federal & State Laws, Policies, Local Regulations and Ordinances while working with the Human Resources Department to make recommendations regarding job postings, job descriptions and equity hiring.
- Assisted in resolving charges of noncompliance with established policies of equal access because of race, sex, age, color, religion, national origin, physical \handicaps, or marital status.
- Monitored program areas of the Office of Equal Educational Opportunities covering equal employment and educational opportunities in schools, departments, etc.,

October 2012 – March 2013 | Executive Director of Sales and Marketing

National Academic Educational Partners | Miami, FL

- Enhanced staff accomplishments and competence by planning delivery of solutions.
- Maintained relationships with clients and researched and recommended new opportunities and recommended profit and service improvements.
- Identified business opportunities by identifying prospects and evaluating positions in the industry and analyzed sales options.
- Maintained professional and technical knowledge for organization by attending educational workshops; reviewed professional publications; established personal networks; participated in professional societies and met with State & Local Officials.
- Identified product improvements and new products by using industry trends, market activities, and competitors.
- Prepared reports and summarizing information.

December 2006- October 2008 | Director of Business Development and Marketing

Hyatt Home Mortgage | Miami, FL

New Business Development

- Prospected for potential new clients and turn this into increased business.
- Met potential clients by growing, maintaining, and leveraging your network.
- Identified potential clients, and the decision makers within the client organization.
- Researched and built upon my current relationships with new clients.
- Organized meetings between client decision makers and company's practice leaders/Principals.
- Worked with team to develop proposals that speaks to the client's needs, concerns, and objectives.

March 2003- March 2006 | EEOC Compliance Specialist-Civil Rights & Diversity Compliance

Miami-Dade County Public Schools | 1450 NE 2nd Ave, Miami, FL

- Conducted investigations of student/employee complaints related to Title VI, VII, IX, ADEA, ADA, FMLA, FEEA and META Consent Decree;
- Researched records and prepared required data for responding to charges of discrimination and harassment filed with various federal or state enforcement agencies (4th Largest School District in the County); and
- Conducted investigations that involve race, sex, color, age, religion, national origin, physical handicaps, or marital status and reported findings and conclusions
- Reviewed the writing of job descriptions, announcements, and selection procedures for filling vacancies to ascertain the existence of barriers to equal employment opportunities.
- Worked with the Human Resources Department to make recommendations regarding job postings, job descriptions and equity hiring.
- Prepared the district's responses to the U.S. D.O.E. Office for Civil Rights, the Florida Commission on Human Relations, and the Equal Employment Opportunity Commission related to student or employee complaints/charges of discrimination filed against the district.
- Conducted training activities on discrimination/harassment issues for the district, school staff and students
- Communicated with students, parents, school and district staff regarding clarification of school board rules and policies as they relate to discrimination/harassment.
- Made appropriate referrals to district, region and school personnel to assist students/parents and employees in attaining resolution to educational or employment issues.

March 1997- March 2003 | Teacher / Exceptional Student Educator

Miami-Dade County Public Schools- Miami Palmetto Middle/Sr. | 7460 SW 118th St, Pinecrest, FL 33156

Education

1998 | Florida International University Miami, FL

B.S., Education, Specific Learning Disabilities (Certified K-12th Grade)

- Dean's List '98
- Recipient of the "Academic Opportunity Program (AOP)" Scholarship at Florida International University
- Recipient of a Full Music Scholarship to FIU
- 1997 Intramural Football Champions at FIU
- Board Member of the School Sports Council at Florida International University (FIU)
- "Akili" Graduation BSU Student of the Year '98 at FIU
- Men's Basketball Game Announcer FIU

2003 | The George Washington University Washington, D.C.

- Internal Investigation Certified, School of Business and Public Management

2019 | Gold Coast Schools

- Real Estate Sales Associate Course (Licensed Realtor)

Skills

- Proficient in the Microsoft Suites (i.e. Word, Excel & Outlook [Microsoft Office User Specialist M.O.U.S.]) & PowerPoint. Strong User Interface/ User Experience (IU/UX) understanding for multiple platforms including mobile, tablet and desktop
- Proficient in Salesforce CRM (Customer Relationship Management)
- Proficient in SAP Concur (Travel & Expense Management)
- Proficient on MLS (Multiple Listing Services)
- Spanish as a 2nd Language (Moderate)
- Trained Executive and Sales Professional
- Branding Ambassador (Advertising/Marketing) - Over 10 years of years proven online marketing, PR and social media experience
- Internal Investigation Certification Courses
- Train-the-Trainer
- Type 65 wpm
- Logistical Specialist
- Deadline-oriented; experience at getting projects done quickly, with high standards of quality
- Strategic Organizational Manager
- Client/Customer Relation Specialist; Interpersonal Skills Set Training