

Career Summary:

Account Executive • Field Sales Account Manager

- **A dynamic business partner** with twenty years' experience in interdisciplinary Business, education, and leadership skills.
- **An advanced Account Executive with 5 + experience** with a complete working knowledge of all Sales motions from start to finish. Fluency with the Sales Force interface by managing a multifaceted pipeline, tracking, and moving opportunities to completed sales motions, account strategizing using data analytics, writing cost proposals while positioning pricing and programs accordingly.
- **A dependable professional** who is skilled in establishing trust between customer and company while troubleshooting account issues which result in client-driven, mutually agreeable outcomes.

Professional Experience

Houghton Mifflin Harcourt

Michigan Account Executive, Territory of Southwest Michigan, April 2019 – October 1st, 2020,
Districts with Student Enrollment of 1,500 +

- **Solidified customer loyalty while expanding sales opportunities.** Addressed district and county level pain-points for continued customer satisfaction while securing consideration for future program adoptions.
- **Expanded industry influence with analytics planning sessions:** Generated revenue with our intervention programs by collaborating with the HMH Solutions Architect Team in offering academic gaps and gains analytics data meetings, throughout all seasons of the sales cycle.
- **Increased personal capacity for content knowledge in a highly competitive industry:** Maintained a complete and comprehensive working knowledge of core, supplemental and intervention k-12 programs along with the technology profiles for each.

Houghton Mifflin Harcourt

Adjacent Markets and PPC Associate Account Executive, March 2015 – April 2019

- **Partnered with Regional Account Executives** in a six (6) state territory with curriculum support, sales calls, program implementations, as well as delivering both sales presentations and implementation trainings both in person and remotely.
- **Contributing member** of the Michigan Private, Parochial and Charter Schools' division by meeting or exceeding our sales quota from 2015 through 2018.
- **Designated regional sales and implementation** professional for Math and World Languages for sales below \$50,000 threshold.

ProUnlimited, Per Diem Curriculum Specialist – Servicing Houghton Mifflin accounts through a contracted provider.

November 2013-March 2015

- Assisted Houghton Mifflin Harcourt Area Account Executives with curriculum support, sales calls, and program implementations of Math and World Languages.

Athletes in Action, Senior Staff:

Ohio: 1994-1999
California: 1999-2003
Istanbul, Turkey: 2003-2013
Michigan: June 2013- November 2013

- Small group leader and children's program coordinator:** Refugee Mothers and Toddlers Food Program, Union Church, Istanbul. 2012-2013.
- Organizational Leader:** National Language proficiency coordinator, events planning, new staff application evaluator and interviewer, new staff trainer. 2005-2013.
- Teacher** of Health and Science at International Gateway Academy, Istanbul Turkey 2007-2011.
- Curriculum Developer:** Turkish language for primary school students. 2010-2011. Program is still being used as of 10/2020.
- On-campus Counselor** of students and small groups at the University of Cincinnati, University of Dayton and University of Southern California, San Bernardino. 1994-2003.

Amway Corporation, Laboratory Technician and Research Marketer:

Ada Michigan: 1988-1994

- Inspector** of incoming packaging shipments and their compliance to company standards 1993-1994.
- Marketing Researcher** for product development. Interviewed distributors and compiled reports. 1988-1991.
- Quality Assurance** Internship Summer of 1992.

Michigan State University, Research Laboratory Assistant/ Food Science and Human Nutrition Department:

Lansing, Michigan: 1991-1993

- Lab Assistant:** Assisted Dr. Maurice Bennick with on-going research of the metabolism of fats in children with Cystic Fibrosis as well protein levels in varying bean varieties.

Education

1993: Michigan State University: Bachelor's in science, Food Science and Human Nutrition.

1991: Grand Rapids Community College: Associates in Science, 1991

1990: Grand Rapids Community College: Associates in Arts, 1990

Languages

Turkish- Advanced

Spanish-Beginner