### Maria L. Vance

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##### Education Consultant

Highly dedicated, ambitious, and resourceful professional with hands-on years of experience in the educational sector. Instrumental in improving internal processes, delivering viable solutions, implementing robust policies, managing clients, organizing meetings, and conducting quantitative analysis. Thrives in competitive and challenging environments and adapts to the ever-changing demands of business and education field. Flexible and active team member with outstanding communication skills, and a solid commitment to establishing and maintaining meaningful relationships with students, colleagues, and stakeholders. Analytical planner adept at identifying and isolating teaching challenges, as well as devising solutions to resolutely mitigate issues.

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| * Instructional Development * Academic Goal-Setting * Learning Strategies/Skill-Building * Creative Lesson Planning * Relationship Building | * Individualized Education Plans * Developmental Reading & Writing * Staff Coaching * Consultative Support * Research Projects Management | * Quantitative Research * Team Leadership * Issues & Conflict Resolution * Stakeholder Management * Subject Matter Expertise |

# Professional Experience

**Education Advisory Board, EAB Global Inc., Washington, DC** 2019 – Present

***Senior Analyst***

Facilitate co-ordination with cabinet-level executives in four years higher education institutions by spearheading various research projects to identify challenges and find/deliver scalable solutions. Steer efforts towards improvement in ROI and internal processes by communicating and liaising with clients wither in person, phone, or through email. Utilize memos, blogs, PowerPoint, infographics, one-pagers, and white papers to create deliverables for clients. Act as a Subject Matter Expert (SME) and deliver high-end support to sales colleagues on prospective client pitches.

* Leveraged superior leadership and management traits whilst managing research team’s process and activities aimed at meeting business needs.
* Cultivated and maintained solid relationships with top 14 clients, which resulted in renewal of contracts ($40k yearly-per client).
* Led four research studies and forwarded to 250 cabinet-level executives of higher education institutions.
* Contributed towards business growth by supporting 50+ calls and conducting in-person meetings with clients to convince to renew contracts (range from $20K-$40K).
* Developed four study frameworks and designed compelling problem solution setups to mitigate partners’ issues.

**Education Advisory Board (EAB Global Inc.),** **Washington, DC** 2017 – 2019

***Analyst***

Preformed root cause analysis to determine roadblocks to implementation, sourced-out best practice solutions, and supported with quantitative analysis, while working in close collaboration with +250 cabinet level higher education leaders. Planned bespoke conferences to aid and bring together elite higher education clients.

* Took more than 150 phone call interviews with clients to find and communicate best practices research, establishing stakeholder buy-in along with improving organizational design and processes.
* Developed and delivered benchmarking reports to clients (ROI, investments, funds raised, staffing allocations, and productivity.

**State Department of Education** 2017

***Consulting Researcher***

Provided actionable guidance to clients with regards to district, student, teacher, and economic characteristics by researching state-wide teacher labor supply. Performed a variety of tasks, including creating quantitative analyses frameworks, performing quantitative analysis, and communicating data to client. Managed a team of highly competent individuals and established business partnerships with stakeholders.

* Assessed and measured 400,000 variables in STATA to find statistically significant findings.
* Recommended four concrete suggestions to clients for improving the state-wide teacher supply methods.

**University of Pennsylvania, Philadelphia, PA** 2017

***Research Assistant***

Facilitated coordination with the university research team in identifying best practices for project-based teaching. Demonstrated exceptional skills in policy research, qualitative analysis, and teaching framework development, while providing high-end support to senior staff members.

* Analyzed 10 teachers aimed at identifying best practices used when teaching in a project-based format. Performed observations across the team resulted in a detailed framework and report for George Lucas Education Foundation.

Additional Experience:

**Instructional and School Design Intern**, 24/7 Teach | 2016

**Elementary School Teacher**, Oakland Elementary School | 2015 - 2016

# Education

**Master of Science in Education Policy**

University of Pennsylvania, GPA: 3.9/4.0

**Bachelor of Arts in Education**

Furman University, GPA: 3.7/4.0

# Charity & Volunteer work

Raised $40k for charities while serving as a president of my sorority in college (Alpha Delta Pi) and won the best sorority on campus award for the first time.

Volunteer and tutor college students in best practices for study habits.