

## Objective

To thrive in a career that will challenge me and allow me to use my education, skills, and past experiences in a way that promotes future growth and advancement for myself and my employer.

## Experience

Houghton Mifflin Harcourt

2014 - Present

### *Account Executive*

- Sale SaaS product and curriculum
- Prospect and penetrate white space and new accounts
- Post-sales management of accounts and provide quarterly reports highlighting ROI
- Manage accounts, pipeline, and data on Salesforce CRM
- Create and negotiate proposals
- Manage territory and monitor progress towards goal
- Collaborate across departments to work towards goals
- Act as a liaison between customer and various department within the company

### *Professional Development Manager*

- Manage a team of regional consultants
- Monitor and assess services provided by regional consultants to ensure customer satisfaction
- Support regional consultants with professional growth and goal setting
- Coach teachers on best practices, pedagogy, and classroom implementation strategies
- Partner with cross-functional team to meet post-sales revenue goals
- Monitor and manage a large caseload of partners
- Lead professional development project management tasks and can create implementation plans using Adult Learning Theory
- Support successful implementation of software for best return on investment
- Conduct quarterly achievement review meetings with district and school leadership
- Consult and support leaders in planning
- Develop and lead product and practice based professional development in in-person and virtual settings

### *National Content Specialist*

- Create and deliver pre-sales, value-selling presentations
- Consult potential clients with a focus on solution selling
- Work with customers to create curriculum maps
- Coach teachers on best practices, pedagogy, and classroom implementation strategies
- Create and lead professional development to meet customer needs
- Support regional consultants and efforts to build capacity and expertise within the company
- Co-develop and script professional development e-learning courses for colleagues
- Participate as Keynote Speaker for HMH Intervention Summits and conferences
- Support and train customers on using the SaaS product



- Partner with Account Executives and multiple departments to customize sales presentations resulting in meeting and exceeding \$100 million sales team goal for two consecutive years

Environmental Charter Middle School 2014

- Develop and teach curriculum for 7<sup>th</sup> grade Math and Science classes
- Co-develop cross-curricular performance tasks and assessments

City Honors College Prep Charter School 2008 – 2013

- Taught Algebra 2, Statistics, AP Statistics
- AP Statistics Certified
- Mathematics Engineering Science Achievement (M.E.S.A) advisor
- Lead teacher for the math department

Farmers Insurance 2007

- Field claims adjuster
- Appraise damaged vehicles and create repair estimates
- Provide customer service to insurance policy owners

Enterprise Rent-a-car 2005 – 2007

- Sales associate in rental branches
- Accounts payable representative for body shops and insurance companies

Today's Fresh Start Charter School 2004

- Kindergarten teacher

## Education

Master of Education, Teaching Mathematics 2013

- Masters of Education with a concentration of teaching mathematics from National University

Bachelor of Arts 2004

- Bachelors in Liberal Studies with a minor in mathematics from California State University, Long Beach

## Skills

Google Certified Educator (Level 1 and Level 2)

AP Statistics certified educator

Proficient with iOS products

Proficient with Microsoft products including the 365 suite

Proficient with HTML, CSS, JS, Bootstrap, jQuery, NodeJS