

Blackwell, Carolyn

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[Github](#)

[Portfolio](#)

[LinkedIn](#)

Objective

To thrive in a career that will challenge me and allow me to use my education, skills, and passion for technology in a way that promotes future growth and advancement for all.

Skills

HTML 5

CSS

JavaScript

Node JS

Bootstrap

JQuery

Web API's

Google Certified Educator (Level 1 and Level 2)

AP Statistics certified educator

Proficient with Apple products

Proficient with Microsoft products including the 365 suite

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 current accounts and provide quarterly reports showing 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

Education Success 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
- 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
- Coach teachers on best practices, pedagogy, and classroom implementation strategies

National Education Sales Consultant

- Create and deliver pre-sales, value-selling presentations
- Consult potential clients with a focus on solution selling
- Work with customers to create curriculum maps
- 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 7th 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