

# Blackwell, Carolyn

295 Polifly Rd. #100, Hackensack, NJ 07601

• Phone: 201-973-7345

• E-Mail: bmathematics@gmail.com

## Objective

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

## Skills

Front-End Web Development

Proficient with HTML5, CSS, JavaScript, Bootstrap, jQuery, Node.js, MySQL,

## Education

Full Stack Web Development Certification 2022

- Full Stack Web Development Certificate from Rutgers University Web Development Bootcamp

Master of Education, Teaching Mathematics 2013

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

Bachelor of Arts 2004

- Bachelor's in Liberal Studies with a minor in Mathematics from California State University, Long Beach

## Experience

Houghton Mifflin Harcourt 2014 - Present

### *National Education Sales Consultant*

- Create and deliver SaaS pre-sales, value-selling presentations
- Consult and demonstrate software for potential clients with a focus on solution selling
- Work with customers to create curriculum maps
- Create and lead professional development to train partners on the software
- 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 conventions and conferences
- Partner with Account Executives and various departments to customize sales presentations and solutions resulting in meeting and exceeding \$100 million sales team goal for two consecutive years

### *Professional Development Manager*

- Support successful implementation of software for best return on investment
- Consult and support CEO, Superintendents, and leaders in planning roll out of new software
- Develop and lead SAAS product and practice based professional development in in-person and virtual settings
- 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 teams to meet post-sales revenue goals
- Monitor and manage a large caseload of customers to meet post-sales training needs
- Lead professional development project management tasks and can create implementation plans using Adult Learning Theory
- Conduct quarterly achievement review meetings with district and school leadership
- Coach teachers on best practices, pedagogy, and classroom implementation strategies

#### *Account Executive*

- Sale SaaS product and software
- 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

#### 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