ELEANOR GRAY

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Summary

Leader, problem solver, collaborator. Strengths in communication, research, analysis, and synthesis. Standout work ethic, adaptability and exceptional interpersonal skills. Adept at working efficiently and quickly mastering new skills. Seeking to champion the voices of educators and highlight solutions that mold learners into leaders.

Skills

Communication: writing, editing, presenting, persuasion, instruction, interpersonal relationships.
Administration: organization, scheduling, time management, meeting deadlines, providing direction.
Experienced in Google Suite, Microsoft Office, SFDC, Salesloft.

Experience

SDR | McGraw Hill Education - Columbus, OH | 03/2023 - current

- Received and qualified inbound inquiries about curriculum
- Communicated with sales and marketing teams to streamline efforts and support potential sales
- Developed working knowledge of MHE programs, solutions, language, and teams
- Initiated and contributed to improvements in SDR practice according to knowledge of the SDR role and the customer
- Championed customer voices to find creative solutions in connection with sales teams

ELA Teacher | Thomas Worthington High School - Worthington, OH | 08/2019 - 08/2022

- Built and strengthened positive relationships with students, parents and teaching staff.
- Conquered challenges of working with a highly diverse student population to attain exceptional student achievement.
- Helped develop strong verbal and written communication skills by leading students through listening, speaking, reading and writing activities.

Assistant Site Director | CAS, Worthington City Schools - Worthington, OH | 08/2017 - 05/2019

- Facilitated parent and student engagement with the program.
- Fielded communication and conflict resolution with parents.
- Implemented new processes and procedures to streamline operations.

Education and Training

Coursera: Start the UX Design Process: Empathize, Define, Ideate | Foundations of Digital Marketing and E-Commerce | Foundations of UX Design

LinkedIn Learning: Foundations of Product Marketing

Otterbein University | Westerville, OH | 05/2019 | Licensure Program: 7-12 ELA Education

The Ohio State University | Columbus, OH | 05/2017 | Bachelor of Arts: English