

Eric Myers

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Objective

- To join a team of forward-thinkers who find value in my leadership, creative, client-facing, account management, training, and sales experience

Skills & Abilities

LEADERSHIP

- My tenure as an executive-level leader for a small business, training director for a start-up, and law enforcement officer leads to tightly-knit teams rallying around me, working diligently and with excellence during challenging situations.

CLIENT SERVICES

- Over my 15+ years of professional experience, regardless of position or job title, I have always been at the forefront of client services on a daily basis, often being personally requested by clients during the bid process or after a project was awarded.

COMMUNICATION

- Every DiSC, Myers-Briggs, or Plum assessment I've taken lists communication as my strongest skill. I have seen this play out in every position I've held, being able to successfully adapt my communication style based on the person, team, and situation before me.

TRAINING AND SALES

- I have been the go-to person for developing proposal responses, leading sales presentations, and training line-level to management personnel for numerous Fortune Global 500 clients. My actions resulted in higher-than-average close rates as well as repeat and referral business.

Experience

TRAINING INSTRUCTOR | MCKESSON | 2016-CURRENT

- Create content for and conduct soft skills and robust systems training for reimbursement professionals, including initial employee onboarding
- Collaborate with operations and client management departments to satisfy client needs and project objectives
- Team up with client subject matter experts to translate complex pharmaceutical programs and products into relatable training content

TRAINING DIRECTOR (AND MORE) | GUARDIAN 8 | 2015-2016

- Served as primary stakeholder for the creation, organization, and execution of all product/sales training and learning development/delivery
- Partnered with domestic and international clients to assess operational needs/knowledge gaps and execute the appropriate solution
- Developed and executed sales and marketing plans targeting healthcare, education, and security markets (post-reorganization)
- Led local account management and sales efforts, resulting in the largest sale in the company's history (post-reorganization)

VICE PRESIDENT – CREATIVE SERVICES | AUTOMÄTIK | 2006-2015

- Led project teams for numerous multi-million-dollar training and event initiatives on behalf of multiple Fortune Global 500 automotive manufacturers
- Collaborated with executives, managers, and subject matter experts at the client level to craft impactful, creative, and sustainable training content
- Provided account and project management services to clients on a daily basis to assess project objectives, apply creative solutions, and monitor project deadlines/budgets, resulting in lasting client relationships as well as repeat and referral business
- Began at an entry-level role and gradually promoted to an executive position, serving as interim President during owner's sabbatical

POLICE OFFICER / DETECTIVE | SCOTTSDALE POLICE DEPARTMENT | 2001-2006

- Upheld public order and enforced local/state/federal laws in a Patrol and Detective function
- Earned General Instructor, Field Training Officer, and Crisis Intervention Officer certifications
- Trained recruits at the Arizona Law Enforcement Academy and enhanced course content to make it more engaging and relevant
- Educated students and staff at local schools on a variety of subjects to promote community policing efforts as a School Resource Officer
- Worked with and tested for the department's SWAT unit prior to on-duty injury

Education

B.A. | 1997-2001 | ARIZONA STATE UNIVERSITY

- Major: Psychology | Minor: Child Development