951 Bucks Valley Road Newport, PA 17074

Cell: 717-275-6448 – [spdmss@gmail.com](mailto:spdmss@gmail.com)

**SUMMARY**\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Enthusiastic, resourceful recent graduate with academic and professional background in financial services, marketing and account management.
* Ability to establish priorities and meet challenges head-on. Strong project management skills.
* Versatile professional transitioning into corporate business development from a corporate environment to a small business owner.
* Organized, independent worker with strong time-management skills.
* Meticulous Manager excellent at juggling multiple tasks and working under pressure.
* Broad industry experience includes tri-state Account Management in healthcare wholesale distribution, School Bus driving, and Senior Representative in financial services marketing organization.
* Accomplished recent graduate of master’s in education with academic experience in Secondary School Counseling. Strengths include developing long term relationships and learning concepts with ease.

**FIELD EXPERIENCE \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

**Internship : West Perry High School**

* + Action Research: Investigating the Mathematical Downward Trend In the Next Generation
  + Direct and Indirect Student Services: Curriculum, Individual planning, and Response Services
  + Created Power Point for teachers to review ASVAB results

**Practicum : East Juniata Middle - High School**

* + Developed data driven program for intervention action plan
  + Led study groups – How to Get Good Grades (ASCA standards 5-8)
  + PSAT review with students

**WORK HISTORY** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Senior Representative**

**Primerica Financial Services –** Harrisburg, PA 11/2010 - present

* Create, develop, and maintain friendly, professional client interactions at all times.
* Interview clients to determine current income, expenses, life insurance coverage, financial objectives, risk tolerance and other information needed to develop their financial plan.
* Answer clients’ questions about the purposes and details of financial plans, recommend and analyze investment products to develop customized financial strategy that matches their financial needs and goals.
* Determine marketing material with the consumer perspective in mind to increase and expand key client base.
* Market and sell financial and insurance products including mutual funds, fixed indexed annuities, fixed annuities and life insurance.
* Evaluate current service needs and product satisfaction levels of established clients.

**School Bus Driver**

**Hunters Valley Bus Company** – Liverpool, PA 12/2005 - 6/2006

* Successfully transported precious cargo, grades K-12, daily for Greenwood School District.

**School Bus Driver**

**Krapf Bus Company** – Glenmoore, PA 11/2000 - 6/2004

* Safely delivered precious cargo, high school and elementary runs daily for Downingtown Area School District.
* Drove as a trip driver for sports, field trips, and bus company events.

**Account Manager**

**McKesson Health Systems** – Delran, NJ (tri-state territory: PA, NJ, MD) 1/1994 - 3/2001

* Cultivated trust between customers (hospital and alternate site pharmacy staff) and McKesson to be the site’s primary pharmaceutical supplier.
* Developed methods in establishing and clarifying customers’ objectives in building long term relationships.
* Planned, conducted and updated staff trainings monthly, on computer order entry, software and hardware updates.
* Conducted Quarterly Business Reviews to management level decision makers with up-to-date account purchasing trends, contract compliance information, and costs of wholesale distribution with McKesson.
* Created market and customer-specific marketing solutions.

**EDUCATION \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

Master of Education – Secondary School Counseling Graduate 5/2013

Lancaster Bible College **– Lancaster, PA**

Bachelor of Science – Business Logistics Graduate 12/1993

Pennsylvania State University **– State College, PA**

**PROFESSIONAL DEVELOPMENT & ASSOCIATIONS** \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

* Member of American School Counselor’s Association (ASCA)
* Member of Pennsylvania School Counselor’s Association (PSCA)
* Pennsylvania Certified Education Specialist – Secondary School Counseling
* Pennsylvania Producers License
* FINRA Securities License 6 & 63

**STRENGTHS \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_**

* Advocacy
* Age-appropriate lesson planning
* Creative learning strategies & questioning
* Critical thinking
* Exhortation
* Grit
* Interpersonal skills
* Inquiry-based learning
* Leadership
* Positive learning environment & reinforcement
* Strong collaborator
* Student-centered learning & motivation
* Tailoring curriculum plans