
PROFESSIONAL SUMMARY

Corporate Trainer • Relationship Manager • Team Leader • Account Gainer

Experienced salesperson and corporate trainer with over fifteen years experience. Highly skilled at leading individuals and teams to produce top results. Successfully developed dozens of local business contacts and relationships. Motivating and teaching others throughout organizational settings are my specialties. The act of winning friends and influencing people is part of my character.

PROFESSIONAL EXPERIENCE

DALE CARNEGIE OF NASHVILLE, Nashville TN 1988 – Present
Founded in 1912, Dale Carnegie Training is a self-improvement and performance-based training company with offices worldwide. The institute is represented in all 50 states and over 70 countries. More than 2,700 instructors present Dale Carnegie Training programs in more than 25 languages.

Sales Specialist

Successfully acquires new training contracts for multiple Dale Carnegie training programs. Enroll new accounts for both individuals and organizations.

Selected Accomplishments:

- Gain new accounts through promotion of services in group and organizational settings. Develop presentations to be given to organizations such as Chambers of Commerce to gain corporate accounts.
- Use corporate and organizational training settings to successfully acquire individual training enrollments for multi-week sessions.
- Local sales team placed in the top 20% of all Dale Carnegie International teams.
- Re-established major account with General Motors. Previous to my involvement the GM account had gone inactive.

Certified Facilitator/Instructor

Conducted workshops and individual training sessions through interactive presentations. Train others in developing relationships, achieving goals, and work productivity.

Selected Accomplishments:

- Successfully completed two-year training and apprenticeship process to become a *certified facilitator*.
- Successfully developed training programs designed to help trainees get out of comfort zones, increase confidence to meet goals, communicate concisely, improve leadership abilities, sell themselves, and improve attitudes.
- Consult with clients to establish training programs based on the individual needs of the organization. For example, I taught a training program to help General Motors management navigate through a difficult period of restructuring.
- Continually research the most current trends and issues in the business and corporate sector.

Key accounts include:

Columbia Chamber of Commerce, Mount Juliet Chamber of Commerce, Smelter Service Corporation, Cytex, CSX Corporation, Touchstone imaging, Stratos Boats

DILLARDS, Nashville, TN

2000-2004

Dillard's, Inc. ranks among the nations largest fashion apparel and home furnishings retailers with annual revenues exceeding \$7.8 billion. The Company comprises 329 stores, spanning 29 states.

Manager

Directed cosmetics team counters dealing with multiple product lines.

Selected Accomplishments:

- Selected to personally direct the Elizabeth Arden team for three consecutive years.
- Successfully developed promotional event campaigns. For example, I created a Titans Day that involved the wives of Titans players for promotional tie-ins with products we were featuring. These initiatives involved both in-store and off-site events.
- Consistently lead Christian Dior team to be in the top three (3) most productive stores in the region each month.

EDUCATION

University of Tennessee

Bachelor of Arts in Psychology

PROFESSIONAL AFFILIATIONS

- Nashville Chamber of Commerce
- Brentwood Chamber of Commerce
- Mt. Juliet Chamber of Commerce