

JOHN W. SMITH

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SUMMARY OF QUALIFICATIONS

- Education and training professional with twenty years of regional and national experience in program management, staff development and classroom instruction.
- Highly skilled in consultative services and sales involving presentation of educational program design, evaluation, development and management of collaborative goals.
- Extensive experience implementing and managing reform model for school districts.

PROFESSIONAL EXPERIENCE

Educational Consultant

November 2003 to Present

McGraw Hill Publishing

Boston, Massachusetts

- Collaborate with school district curriculum coordinators to ascertain the particular needs of that district in the context of organizational resources and objectives.
- Conduct market research and provide results to GCB consultants and sales staff demonstrating GCB competitive advantages and development opportunities.
- Manage pilot programs for educational organizations or systems. This responsibility entails training pilot program teachers with respect to GCB programs, meeting with faculty periodically to proactively encourage the adoption of GCB products.
- Develop and create successful, interactive sales presentations for various GCB products after conducting market research to determine our competitive advantage.
- Conference with the GCB sales representative and author PowerPoint presentations based on customer need and with respect to direct competitor goods and services.
- Network with district staff and fostered professional relationships with personnel.
- Prepare and deliver sales presentations to textbook adoption committees.
- Work with in-house graphic designers to design and create nationally distributed promotional pieces which highlight the features and advantages of GCB products.
- Create and conduct initial product training sessions and ongoing professional development PowerPoint workshops for teachers in diverse areas of study.

Educational Consultant/Trainer/Developer

August 1999 - October 2003

Trainers for America

Baltimore, Maryland

- Managed program implementation in cooperation with District Superintendents for approximately forty schools across New England and the Mid-Atlantic states.
- Implement preschool, kindergarten and elementary reading programs for Success For All Foundation, Inc. (IUV), the country's largest school reform model.
- Developed training modules and family workshops in support of the IUV curriculum.
- Conducted and/or managed school based intervention, family involvement and community support initiatives at schools across the United States.
- Train, observe, evaluate and coach teachers in proprietary instructional methods.

- Represented IUV in development of student referral process in conjunction with the Hartford Board of Education and the Connecticut State Department of Education.
- Presented live and videotaped training sessions for Foundation employees at the annual IUV Cross-Training Institute in furtherance of organizational objectives.

School Counselor, Teacher and Program Coordinator August 1988- August 1999
Austin Metropolitan Public Schools Austin, Texas

- Created and implemented classroom lessons, and conducted group for grades K-4.
- Conducted group and individual counseling sessions for grades K-4.
- Served as student advocate on pre-referral and special education teams.
- Monitored attendance and developed school-wide attendance incentive program.
- Served as student advocate in juvenile court hearings.
- Implemented curriculum in all subject areas for grades three through six.
- Mentored and supervised student teachers.
- Chaired discipline committee focused on school-wide behavioral issues.
- Served as Project RISE coordinator for high risk student population in grades 7 & 8.
- Provided instruction for evening GED classes in adult education.

EDUCATION

- **Master of Education** - School Counseling (Pre-K – 12) May 1996
Middle Tennessee State University Murfreesboro, Tennessee
- **Teaching Certification** - Grades 1-8 May 1988
Belmont University Roseville, Tennessee
- **Bachelor of Arts** - Business Administration May 1984
Belmont University Roseville, Tennessee

OCCUPATIONAL TRAINING AND DEVELOPMENT

Success For All Foundation Cross-Training Institute and Mid-Winter Self-Study, 1999-2003

HONORS, AWARDS AND RECOGNITIONS

- Received perfect annual job performance evaluation at McGraw Hill.
- Voted Teacher of the Year at Hartwell Elementary in Roseville, Tennessee 1996
- Awarded highly competitive graduate fellowship for paid leave to complete M.Ed. in school counseling, Roseville Metropolitan Public Schools 1995-1996
- One of only three employees selected to implement the Kinder Corner pilot, IUV's newest and most innovative program initiative.
- Professional sales presentations selected for regional and national deployment.

COMMUNITY ACTIVITIES

- Finance Committee Member - St. John Episcopal Church, 2007 – Present
- Advisory Committee and Board of Directors, AIDS Project New York, 1999-Present
- Co-chaired major fundraising event, Roseville Children's Theatre, 1999
- Volunteer, Roseville Cares, Roseville AIDS hotline 1998-1999
- Council Member, Roseville Community Shares, 1996-1999