

Board Member

Janice Smethers

City, State
000-000-0000
email@email.com

Core Competencies

- Solution Selling
- Communication
- Team Leadership
- Strategic Planning
- Product Education
- Research & Analysis
- Resource Allocation
- Project Management
- Relationship Building
- Process Improvements
- Territory Management
- Operational Excellence
- Revenue Enhancement
- Competitive Intelligence
- Customer & Staff Relations

Community Involvement

- **Elected Associate Board Member** – National Indian Gaming Association
- **Organizations** – Professional Women's Association and International Women's Association
- **Volunteer** – Make a Wish Foundation, Ronald McDonald House, Las Vegas Rescue Mission
- **Sponsorships** – World Vision and Hand of Hope

Activities

- **St. James Pilgrimage** – Camino de Santiago; 500-mile walk.
- **Belize Mission** – Volunteered to help build houses and make improvements to local schools.

Technological Proficiencies

- Microsoft Office Suite
- SalesForce.com
- HubSpot

Summary

Accomplished business development leader offering over 16 years of experience driving revenue through building and maintaining client relationships. Creative and dynamic marketer with proven expertise in consistently penetrating new markets to ensure sustainable revenue growth. Leverages exemplary communication and in-person meetings to establish a presence and build a positive brand while fostering continuous client engagement. Adept at working effectively to achieve goals both as a cross-functional team member and individual contributor.

Professional Experience

Vice President of Business Development

2012 - 2014

Google

Served as a key member of the executive team charged with formulating strategic direction and devising business development initiatives consistent with the overall strategy. Traveled nationally to identify new business opportunities and effectively managed a territory spanning across the United States and Canada. Researched and adapted to regulations including State and Tribal entities. Planned and executed marketing strategies and events including trade shows and conferences with over thousands of participants.

- Strategically managed revenue generation endeavors, including the development of forecasts, divisional pipeline strategies, and quarterly shareholder reports.
- Built and managed a business development team to enhance and refine customer relationships and satisfaction.
- Collaborated with advertising company to rebrand website, marketing materials and sales strategy resulting in increased brand awareness and sales.

Business Development Representative

2007 - 2011

Medtronic

Generated new sales opportunities by developing relationships with new and existing clients through individualized account management. Managed a region comprised of 53 tribal nations, four state gaming agencies and four gaming organizations throughout a 7-state territory. Forecasted and reviewed existing client contracts and created comprehensive reports for each target region on a quarterly and annual basis.

- Monitored monthly, quarterly and annual travel expenditures in an effort to control company costs.
- Conducted research that placed emphasis on rules and current regulations of State and Tribal entities.
- Represented the company at regional conferences and trade shows.

Business Development Support Representative

1998 - 2007

US Oil

Regularly researched and created new sales opportunities in order to maintain a solid client pipeline and database. Coordinated cross-functionally to facilitate client relationships and complete special projects. Elected to the National Indian Gaming Association (NIGA) as an Associate Board Member. Developed tribal relationships, researched and built client contacts by attending conferences and trade shows within tribal territories.

- Propelled revenue by evaluating market and identifying new prospects.
- Leveraged finely honed communication and negotiations skills to foster new relationships.
- Tasked with generating new product sales with existing client base.

Earlier Experience

1990 - 1998

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Real-resumes for Teachers Anne McKinney,2000 Applying for teaching and administrative positions in schools requires a specialized kind of resume This guide offers advice along with actual examples of resumes and covering letters to help educators find the best opportunities available to them *The Complete Book of Resumes* Karen Schaffer,2005-11-01 Crafting the perfect resume is the first step for job seekers And these days employers have tons of different filters to weed out candidates and narrow their hiring pool The Complete Book of Resumes is packed full of information on crafting a resumes and the kind of structure and language that will get an employer s immediate attention as well as tons of samples for readers to use as a guideline for success The Complete Book of Resumes includes information on How to begin if you re starting from scratch The profile or the most important part of your resume Work experience or What have I been doing all these years Punching it up how to make a good resume great The career transition resume chapter for brave souls You re just starting out Big leaps positioning yourself for jobs above your current level Including more than 300 resumes The Complete Book of Resumes is perfect for recent graduates or seasoned candidates with years of experience

Real-resumes for Media, Newspaper, Broadcasting & Public Affairs Jobs-- Anne McKinney,2002 This book will function as a helping hand and lifetime career resource to those who seek media jobs or who want to transition into other fields with a media background In the resumes in this book you will see jobs such as these Radio Account Executive TV Account Executive Art Director Book Editor Book Publisher Broadcasting Intern Commercial Photographer Disc Jockey Freelance Journalist Graphic Designer Morning Talk Show Host Newspaper Journalist Classified Advertising Manager News Photographer Public Affairs Director Public Affairs Specialist Radio TV Producer Television Producer Production Assistant and many more All the resumes and cover letters shown were used in real job hunts by real people **Leadership, According to Solomon** Jan Irons Harris,2017-12-18 This book is a story that delineates seven qualities according to Solomon that successful wise leaders possess Through the stories and admonitions which rely on real life experiences and the timeless wisdom of Solomon Jan Irons Harris is able to offer refreshing encouragement to school administrators who often feel overwhelmed by the weight of their daily burdens *The American School Board Journal* William George Bruce,William Conrad Bruce,1923 **Resumes and Cover Letters for Managers** Anne McKinney,1999 Destined to become the bible for managers who want to make sure their resumes and cover letters open the maximum number of doors while helping them maximize in the salary negotiation process From office manager to CEO managers trying to relocate to or from these and other industries and fields will find helpful examples Banking Agriculture School Systems Human Resources Restaurants manufacturing Hospitality Industry Automotive Retail Telecommunications Police Force Dentistry Social Work Academic Affairs Non Profit Organizations Childcare Sales Sports Municipalities Rest Homes Medicine and Healthcare Business Operations Landscaping Customer Service MIS Quality Control Teaching the Arts and Self Employed Handbook

for Minnesota School Board Members Minnesota School Board Association,1944 The American School Board Journal,1921 **School Boards in America** G. Maeroff,2010-11-14 School boards spend almost 500 billion in taxpayer provided funds they employ more than 6 million people offering pensions and lifetime health benefits that have helped build the obligation that has put state governments in fiscal peril This book lifts the veil of obscurity from school boards and makes readers think about the issues *Resources in Education* ,2000-10 **Journal of the National Education Association** ,1913 Ethical School Leadership Spencer J. Maxcy,2002 Typically educational leadership is not considered a moral ethical undertaking But educators face a dismaying array of moral ethical challenges from academic dishonesty to sexual harassment every day in our nation s schools Ethical School Leadership provides a systematic approach to resolving these school based moral ethical issues It offers real world moral ethical dilemmas alternate theories of ethical decision making and differing philosophies of leadership Present and future school leaders will find knowledge dispositions and performance criteria by which to evaluate case studies of moral ethical leadership This book provides an up to date treatment of the subject without arcane terminology or abstract argument Its aim is to provide encouraging practical thinking about the moral ethical problems facing our school leaders today and will be of interest to school principals teachers school board members and students of education New Jersey School Laws and Rules and Regulations Prescribed by the State Board of Education with Decisions by the Commissioner of Education and the State Board of Education and Notes, Blanks and Forms for the Use and Government of School Officers, 1918 New Jersey,1918 **The School Counselor's Guide to Surviving the First Year** Heather M. Couch,2019-12-11 The School Counselor s Guide to Surviving the First Year offers a comprehensive look into the first year school counseling experience This practical guide includes topics from internship to professional development from an intimate perspective within the context of real life scenarios Drawing from personal experiences journal articles textbooks and excerpts by numerous professional school counselors it fuses what a school counseling trainee learns in their graduate program and the field experience they get into one unique guide Emphasizing hands on approaches this volume offers personal as well as professional steps toward success in the ins and outs of counseling This book is a valuable toolkit for the developmental journey of school counselors in training and beginning school counselors CEA. Colorado School Journal Colorado Education Association,1927 **The Colorado School Journal** ,1918 **Laws of Wisconsin Relating to Public Schools** Wisconsin,1972 *Education Leadership and the COVID-19 Crisis* Michelle Diane Young,Monica Byrne-Jimenez,Margaret Grogan,2022-03-04 **Migrant and Seasonal Farmworker Powerlessness: The migrant subculture** United States. Congress. Senate. Committee on Labor and Public Welfare. Subcommittee on Migratory Labor,1970 Migrant and Seasonal Farmworker Powerlessness United States. Congress. Senate. Committee on Labor and Public Welfare. Subcommittee on Migratory Labor,1970

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Table of Contents School Board Member Resume

1. Understanding the eBook School Board Member Resume
 - The Rise of Digital Reading School Board Member Resume
 - Advantages of eBooks Over Traditional Books
2. Identifying School Board Member Resume
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an School Board Member Resume
 - User-Friendly Interface
4. Exploring eBook Recommendations from School Board Member Resume
 - Personalized Recommendations
 - School Board Member Resume User Reviews and Ratings
 - School Board Member Resume and Bestseller Lists
5. Accessing School Board Member Resume Free and Paid eBooks

- School Board Member Resume Public Domain eBooks
- School Board Member Resume eBook Subscription Services
- School Board Member Resume Budget-Friendly Options
- 6. Navigating School Board Member Resume eBook Formats
 - ePub, PDF, MOBI, and More
 - School Board Member Resume Compatibility with Devices
 - School Board Member Resume Enhanced eBook Features
- 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of School Board Member Resume
 - Highlighting and Note-Taking School Board Member Resume
 - Interactive Elements School Board Member Resume
- 8. Staying Engaged with School Board Member Resume
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers School Board Member Resume
- 9. Balancing eBooks and Physical Books School Board Member Resume
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection School Board Member Resume
- 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
- 11. Cultivating a Reading Routine School Board Member Resume
 - Setting Reading Goals School Board Member Resume
 - Carving Out Dedicated Reading Time
- 12. Sourcing Reliable Information of School Board Member Resume
 - Fact-Checking eBook Content of School Board Member Resume
 - Distinguishing Credible Sources
- 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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