

Stephen E. Ford
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Objective:

Results-oriented and dedicated educational professional with 24 years of experience in education, including 20 years in educational leadership. A proven track record of success in driving educational initiatives, fostering student growth, and cultivating a positive learning environment. Seeking challenging leadership role in education or educational sales to utilize my strong leadership skills and expertise.

Education:

Masters Degree, Educational Administration
Cal State Bakersfield, Bakersfield Ca.
2000

B.S. Biology and Cellular Chemistry
Cal State Bakersfield, Bakersfield, Ca.
By way of BYU, Provo Ut.

Professional Experience:

Regional Sales Vice President, Educational Sales Company
Tylar Texas, EducationAdvanced
June 2020 - Jan 2023

- Led a regional sales team, overseeing sales strategies and objectives to meet and exceed revenue targets.
- Developed and implemented sales training programs to enhance team performance and product knowledge.
- Cultivated strong relationships with key stakeholders and clients to drive customer satisfaction and loyalty.
- Collaborated with marketing and product development teams to provide valuable input for product enhancements and new offerings.
- Analyzed market trends, competitive landscape, and customer feedback to identify growth opportunities and drive business development initiatives.

Educational Sales Representative, Educational Sales Company
Tylar Texas - EducationAdvanced
Aug 2019 - June 2020

- Demonstrated exceptional sales skills to promote and sell educational products and solutions to schools and educational institutions.
- Built and maintained a robust sales pipeline by identifying and targeting potential customers.
- Conducted presentations and product demonstrations to showcase the value and benefits of the company's offerings.
- Negotiated contracts and pricing agreements with clients to drive revenue growth and maximize profitability.

Educational Leadership Experience:

Antelope Valley Union High School District and William S Hart Union School District
Lancaster, Ca. and Valencia, Ca.
Aug 2000 - Aug 2019

- Served as Principal for 11 years, overseeing all school departments and activities.
- Developed and implemented strategic plans and policies to enhance educational programs and student outcomes.
- Led and mentored a team of educators, providing guidance and support to foster professional growth.
- Collaborated with stakeholders, including teachers, parents, and administrators, to create a positive and inclusive learning environment and new learning spaces.
- Implemented innovative teaching methodologies and technologies to enhance student engagement and academic achievement.
- Managed budgets, resources, and facilities to ensure effective operation and utilization of resources.

Skills:

Strong leadership and management abilities in educational settings.

Strategic planning and implementation of educational programs.

Excellent interpersonal and communication skills.

Proven track record in driving sales and meeting revenue targets.

Relationship building and client management expertise.

Analytical thinking and problem-solving capabilities.

Proficient in leveraging technology for educational purposes.

Proven track record of hiring and developing onboarding plans.

References:

Available upon request