

Margie Hawkins

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SALES MANAGER

Sales Manager Summary

- Sales Manager with 10 years in educational services, transitioning from elementary education to sales leadership.
- Increased fundraising by 40% at Bright Horizons Elementary through innovative community campaigns.
- Supported a 25% growth in educational program sales at EdServ Solutions by aiding senior sales initiatives.
- Recipient of the 2021 Innovative Educator Award.

Work History

Sales Assistant EdServe Solutions

January 2018 - Present

- Assisted in the planning and execution of sales strategies that contributed to a 25% growth in educational product sales.
- Supported the development of marketing materials and presentations, improving outreach and customer engagement.
- Coordinated logistics for sales events and product demonstrations, enhancing team efficiency and customer interaction.

Elementary School Teacher Bright Horizons Elementary |

June 2012 - December 2017

- Integrated technology into the curriculum, boosting student engagement and achievement by 20%.
- Led fundraising campaigns for school resources, surpassing goals by 40% through community and business engagement.
- Designed and implemented a teacher training program, enhancing instructional skills and performance school-wide.

Teacher Assistant Community School District

August 2008 - May 2012

- Supported classroom activities, directly contributing to a 15% improvement in student academic performance.
- Coordinated with teachers to develop educational materials that increased student understanding and retention.
- Managed extracurricular programs that improved student participation and school community involvement by 25%.

Education

Bachelor of Education (B.Ed.), Elementary Education University Of Miami

September 2004 - May 2008

Skills

Educational Sales Support



Campaign Management



Customer Engagement



Event Coordination



Team Collaboration



Interests

Community Gardening | Reading Historical Fiction |
Participating in Educational Workshops