

Sherry Larsen Green

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Over 18 successful years of combined experience in Sales, Marketing, Public Relations, Teaching, Training, Negotiations, Communications, and Client Relations

CORE STRENGTHS

- Familiar and comfortable with medical terminology and therapeutic prescriptions
- Learn quickly, get along well with others, complete assignments on-time
- Perform well in hectic environments where deadlines are the norm
- Ability to work independently as well as within a team environment

SALES • MARKETING • MANAGEMENT

Sales Representative for Nordic Images:

- Oversaw accounts; made cold calls and field visits to new and existing customers selling custom theme-oriented images for location portraiture and local sports events
- Demonstrated strong interpersonal skills and proficiency in verbal and written communications
- Established and developed growth through numerous and innovative sales strategies and techniques
- Educated customers on new products/services and maintained customer satisfaction at all times
- Increased company recognition, penetrated and invaded new markets; developed loyal customers, repeat business and referrals
- Sold in a service-oriented manner and consistently anticipated customers' needs; responded to unexpected demands positively
- Handled customer issues diplomatically and efficiently; assisted with billing questions and adjusted accounts

Photography Editor and Photographer for Capitalines Magazine:

- Managed and directed a staff of photographers, generated increase in donations through promoting awareness of community projects, fundraisers, full page and feature photographs
- Implemented and improved systems to better serve customers and introduce them to the agency's specialty services
- Produced photography for various magazines; worked in an ever-changing environment completing assignments by deadline
- Represented organization with dignity and professionalism at all times

EDUCATIONAL TRAINING ACCOMPLISHMENTS & ACHIEVEMENTS

Instructor • Teacher

- Accomplished a 9% gain on exams administered by the state in algebra
- Developed and implemented a successful evaluator for parents, which projected future success of their child within the program
- Appointed as eighth grade mathematics representative for Anderson Area Mathematics Vertical Team Committee to develop and align curriculums, which served as a prototype for the district
- Planned strategies and implemented, which enabled students to achieve higher performance standards reflected by steady gains in standardized test scores
- Elected by colleagues for a 2-year term on Campus Advisory Counsel; managed budget, assisted with campus initiatives and addressed other campus and district agendas
- Selected to co-present at a state convention training session to introduce our faculty's life skills & whole language program for adult education
- Interacted with the multi-cultural population with diverse learning needs that required dynamic presentations and modification of curriculum
- Performed interagency collaboration that transitioned AFDC-JOBS participants toward financial and personal self-sufficiency
- Mentored high-risk high school students by aiding them in elementary classes; rescued from suspension using leadership skills, resulting in a reduced teacher-student ratio

PROFESSIONAL EXPERIENCE

1990 - Present	Sales Representative • Operations Manager	Nordic Images	Austin, Texas
1992 - Present	Instructor • Teacher, Health • Biology • Math • Physical Ed.	Independent School Districts	Texas, Statewide
1990 - 1993	Photography Editor and Photographer Public Relations Photographer	Capitalines Magazine	Austin, Texas
1992 - 1993	Adult Education Instructor	Austin Community College	Austin, Texas

EDUCATION: B.S., Texas A&M University, *Conferred Cum Laude*, College Station, Texas

COMPUTER: Windows, Word, Excel, PowerPoint, Access, PageMaker, Graphing Calculators