**JAMES TYLER DAVIS**

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**PROFESSIONAL SUMMARY**

Enthusiastic individual ready to take on a new challenge. Talented sales professional who effectively multi-tasks and balances customer needs with company demands. Deadline oriented and capable of handling multiple time-critical tasks simultaneously. Strong leader who demonstrates the project management skills required to effectively meet organizational goals on time. High performing manager with 19 years of teaching in classroom environment and with 16 years of sales management. Skilled Manager with solid experience managing all levels of projects including classroom management and administration. Dependable bringing management experience and wiliness to take on added responsibility to meet tight deadlines.

**SKILLS**

* Enthusiastic yet professional demeanor
* Troubleshooting
* B2B Sales
* Excellent communication skills
* Strong leader
* Training and development

**Work History**

**Teacher: 08/2022 to present**

**O.D. Wyatt High School: Fort Worth TX**

* Develop lesson plans that are relevant to today’s learners. Communicate and deliver the lesson plan in a manner that is effective and the student comprehends the goals of the lesson.

**Teacher: 10/2018 to 07/2022**

**Skyline High School: Dallas TX**

* Successfully improved student participation in the classroom through integration of creative role-playing exercises. Organized grade records to increase reference speed. Developed and taught relevant lessons applied to US Government. Planned, implemented, monitored, and assessed a classroom instructional program. Met with parents to resolve conflicting educational priorities and issues

**Territory Manager, 10/2015 to 07/2016**

**GANZ gift wholesale**

* Learned over 50,000 items and location in catalogs. Initiated several key partnerships which resulted in revenue growth. Achieved departmental objective by building new customer base and maintaining existing customers. Oversaw sales forecasting, goal setting and performance reporting for all accounts. Managed over 100 clients. Consulted with clients after sales and contract signings to resolve problems and provide ongoing support. Built client relationships by acting as the liaison between customer service and the clients

**Outside Sales Consultant: 12/2014 to 10/2015**

**Heron Home and Outdoor: Daytona Beach, FL**

* Negotiated prices, terms of sales and service agreements. Created sales contacts with on and off premise accounts. Wrote sales contracts for orders obtained and submitted orders for processing . Oversaw installation of product

**Sales Associate:** **05/2014 to 11/2014**

**Dillard’s Department Store**: **Daytona Beach FL**

* Have met or exceeded daily quota of sales. Maintained knowledge of current sales and promotions, policies regarding payment and exchanges and security practices. Completed all clearing, stocking and organizing tasks in assigned sales area. Prioritized helping customers over completing other routine tasks in the store

**Seabreeze High School**: **Daytona Beach FL**

**Teacher:** **08/1999 to 05/2014**

• Increased student achievement on AP US History exam and End of Year US History exam.

Successfully improved student participation in the classroom through integration of creative role-playing exercises. Organized grade records to increase reference speed. Developed and taught relevant lessons applied to US History. Planned, implemented, monitored, and assessed a classroom instructional program. Met with parents to resolve conflicting educational priorities and issues

**Sun Surfaces of Orlando**: **Orlando FL**

**Sales Manager/Outside Sales**: **08/1989 to 05/1993 (Full time)-05/2004to 09/2013 (part-time)**

• Supervised sales force of 3 sales associated. Supported sales team in writing proposals and closing contracts. Planned and directed staff training and performance evaluations. Contacted customers by phone and in person in response to inquiries. Attended sales training seminars and brought best practices leadership back to the company

**Senior Pastor**: **06/1995 to 09/1999**

**Blake Memorial Baptist Church**: **Lake Helen FL**

* Planned and conducted worship services, wrote sermons, and worked with key church leaders to carry out church mission. Oversaw administration and management of all areas of ministry. Maintained open lines of communication with church members by writing content for church newsletters, bulletins and worship services. Led programs such as worship, study, fellowship and service opportunities

**US Army Officer**: **Active Duty to Individual Ready Reserve**: **05/1994 to 02/2004**

* Managed soldiers under my command. Developed and led training programs. Documented and processed classified materials. Prepared daily, weekly and monthly situational reports for higher headquarters

**EDUCATION**

**Master of Divinity**: Theology May 1994

Southeastern Baptist Theological Seminary: Wake Forest NC

**US Army Chaplain Officer Basic Course:** Ft. Monmouth NJ

Graduated 2nd Lt. US Army

August 1994

**Bachelor of Arts:** Religion and Sociology December 1988

Samford University: Birmingham AL