

# Curriculum Vitae

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Adann-Kennn J. Alexandar

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## Education:

- August 1998 - *Master of Public Administration (MPA)*, Valdosta State University
- August 1996 - *Bachelor of Arts (BA)* in Philosophy
- *Certificate of Applied Ethics*, Valdosta State University

## Additional Studies:

- August 2007–March 2009 - Graduate Student, University of Florida, American Government (27 Credit/Hours)
- August 2008-2010 - Graduate Student, Ed.D. Higher Education and Adult Learning, Walden University (18 Credit/Hours)

## Instructional-Academic Experience:

- November 2014– Present \***Instructor**, Adult Education, Wiregrass Georgia Technical College (Full-Time Faculty)
- October 2009–Oct 2014 **Adjunct Instructor**, Adult Education, Wiregrass Georgia Technical College
- August 2007–June 2009 **Adjunct Lecturer**, University Writing Program, Department of English, University of Florida: <http://www.writing.ufl.edu/>
- August 2005–August 2007 **Instructor of Political Science** (Full-Time Faculty), Department of Political Science, Valdosta State University: <http://www.valdosta.edu/pols/>  
African American Studies Division, Valdosta State University: <http://www.valdosta.edu/afa/> (Interdisciplinary Professor, Political Science and African-American Studies)
- January 2005–July 2005 **Adjunct Instructor**, Department of Political Science, Valdosta State University

## Academic Scholar Honors:

- August 2007 National Science Foundation Atlantic Coast Social, Behavioral, and Economics Sciences Alliance Scholar (SBE Grant Recipient), University of Florida

## Current Teaching and Research Interests:

- Congress: administration and organizational structure of congressional staffs with regards to constituency composition and congressional members' goals achievement
- Media and American politics
- Teaching Political Science: the enhancement of undergraduate education via applied and interactive methods

## Courses Instructed University of Florida:

- Introduction to Argument and Persuasion (ENC 1102), University Writing Program

## Courses Instructed Valdosta State University:

- Intro to American Government, (POLS 1101, U.S. and Georgia State government)
- Politics and Film (PERS 2615)
- Race, Class and Gender (AFAM 2020), African-American Studies/Women and Gender Studies
- Dissecting Race, Class, and Gender (AFAM 3600), African-Americans Studies Division
- Race, Class and Gender (WMST 2020), Women's Studies Division

## Professional/Occupational Experience:

- June 1997-Present      **\*Movie/Film Critic and Columnist, *Valdosta Daily Times***  
http://valdostadailytimes.com/theview (reviews online)  
http://www.imdb.com/SearchBios?Adann-KennnJ.Alexxandar (Celebrity Interviews). Also a contributing writer for the following *Times'* media outlets: *Valdosta Scene* and *Valdosta-Lowndes County Preview* (Also, a regular guest of *Magic Talk* with Host Dr. Debra Tann, WGOV AM Magic 95, to discuss all matters concerning films and movie media events, March 2002-March 2004)
- August 2004-August 2005      **Art Center Consultant:**  
-Advising art centers on innovative methods for making art centers more accessible to public ventures, economically and socially, with respects to Media and Community relations  
-Professional freelance photography assignments for literary magazines and private businesses
- November 2004-March 2005      **Special Correspondent** ("Not Necessarily the News"), *The Eleventh Hour: A Guide to What's Happenin,'* a weekly entertainment newspaper
- March 2002-August 2004      **Curator of Galleries, Art Educational Coordinator** at the Annette Howell Turner Center for the Arts (Lowndes/Valdosta Arts Commission):  
http://www.turnercenter.org  
-Collecting and recruitment of artists, maintaining artists' relations, maintaining artist database, and fund-raising for exhibitions  
-Responsible for five galleries: three 6-8 week rotating galleries, one 6-8 week rotating children's gallery and one permanent collection gallery rotating annually  
-Public relations (receptions for exhibitions, media relations, and potential artists)  
-Computer Operations and Information Systems/Database Administrator  
-Coordinating Educational Art Classes and Tours
- July 1996- June 1997      **Editorial Assistant, *Snake Nation Review***, Snake Nation Press
- August 1995-March 2002      **Administrative Assistant for Exhibitions, Tours, and Database Administration**, Lowndes/Valdosta Arts Commission
- June 1994-February 1995      **Senior Auto Computer-Aided Drafting and Design Operator (Supervisor)**, Adel Steel, Inc.:  
-Auto Computer-Aided Drafting and Design Operator/Semi-Draftsman  
-Trained new AutoCADD Operators.

## Experience Other:

### Instructional:

- Dec 2012 – Present      **Yoga Instructor**, Sculpt 24 Fitness, (nee Kinetix Health Club, Valdosta), Georgia (Instructor of a derivative form of Ashtanga Vinyasa Yoga, using a mixture of traditional yoga and power-yoga calisthenics.)
- Nov 2008-June 2009      **Yoga Instructor**, Magnolia Place ('Towndominium' Complex), Gainesville, Florida. Ashtanga Vinyasa Yoga
- June 2006-July 2007      **Yoga Instructor**, St. Aquinas Community Center, Valdosta, Georgia. (Instructor of yoga classes using a mixture of traditional yoga and power-yoga calisthenics.)
- March 2001-2004      **Artistic Photography Instructor** for Adult and Teen Classes at The Annette Howell Turner Center for the Arts
- Feb 2000- Nov 2003      **Instructor, Children's and Young Adult's Arts Craft Classes** for Lowndes Drug Action Council as a liaison of Lowndes/Valdosta Arts Commission, (Ages 5-18).
- Oct 1999- Dec 1999      **Yoga Instructor**, Valdosta State University, Department of Campus Recreation
- Aug 1996-Aug 2005      **Yoga Instructor**, for Extracurricular Activities, Annette Howell Turner Center for the Arts
- February 1993–March 1995      **Student Assistant Lab Instructor to the Professor of Engineering**, Department of Physics, Astronomy & Geosciences, Valdosta State University: Instructed Pre-Engineering Students on usage of Auto Computer-Aided Drafting and Design (Release 12) in AutoCADD lab and Assisted Professor(s) in other related works as needed.

### Model:

- August 1997      American Models L.L.C. (Tear Sheet Magazine), Boulder, Colorado
- Mar 1995-June 1995      Sylvia's Modeling and Agency Valdosta, GA
- January 1995      Manhattan Model Search, New York, NY (Headquarters)

## **Academic-Faculty Participation and Service:**

### **Awards:**

May 3, 2007 — The African American Studies' Teacher of the Year, African-American Studies Department, Valdosta State University.

### **Book Reviews (Academic-Faculty):**

#### **— Long Review:**

May 2006 *Experiencing Race, Class, and Gender in the United States*  
Cyrus, Virginia and Roberta Fiske-Rusciano. (2005). *Experiencing Race, Class, and Gender in the United States, 4th Edition*. New York: McGraw-Hill, Inc. (Mentioned in the 5th Edition's preface)

#### **— Short Review:**

January 2007 *Living Democracy, National Edition*

Shea, Daniel M., Joanne Green, and Christopher Smith. (2007). *Living Democracy, National Edition*. Upper Saddle River, New Jersey: Prentice Hall.

January 2005 *Seeing the Bigger Picture: Understanding Politics through Film and Television, Vol. 9*.

Sachleben, Mark and Kevan M. Yenerall. (2004). *Seeing the Bigger Picture: Understanding Politics through Film and Television, Vol. 9*. New York, NY: Lang Peter Publishing Incorporated.

### **Coordinator (Academic-Faculty):**

November 2014-Present:

Coordinator for Wiregrass Georgia Technical College,  
Exceptional Adult Georgian in Literacy Education (EAGLE)  
Adult Education Services, Wiregrass Georgia Technical College, Valdosta, Georgia.

### **Committees (Academic-Faculty):**

October 2016 – Present

Software Committee, Chair. Adult Education Services, Wiregrass Georgia Technical College; Valdosta, Georgia.

October 2016 – Present

Emergency Preparedness/Safety Committee. Wiregrass Georgia Technical College

October 2005- May 2007

VSU Fine Arts Gallery Advisory Committee, Department of Art, Valdosta State University; Valdosta, Georgia.

August 2005- August 2007

Constitution Day Advisory Committee, Department of Political Science, Valdosta State University; Valdosta, Georgia.

### **Conferences:**

March 16 – 18, 2015 **Exceptional Adult Georgian in Literacy Education (EAGLE)**

March 14 – 16, 2016 **Exceptional Adult Georgian in Literacy Education (EAGLE)**

March 13 – 15, 2017 **Exceptional Adult Georgian in Literacy Education (EAGLE)**

**Coordinator for Wiregrass Georgia Technical College, Exceptional Adult Georgian in Literacy Education (EAGLE) Leadership Institute**

Georgia Office of Adult Education. (Worked with EAGLE Delegate for WGTC to compete at the EAGLE Leadership Institute.)

- November 15, 2007 **Panelist, Georgia Political Science Association**  
 (Panel: *The Political Science and Cultural Differences of Recent Theatrical Cinematic Remakes from Their Originals*)  
 “All the King’s Men: A Notion of the Needed Charismatic Governor” GPSA, Savannah, Georgia.
- March 3, 2007 **Chair and Panelist, Alabama Political Science Association**  
 (Panel: *Teaching Political Science*)  
 “Teaching Intro American Politics by Making the Classroom an Interactive Government: A Composite of 8 Courses of Introduction to American Government Classes” AlaPSA, Montgomery, Alabama.
- November 11, 2005 **Panelist, Georgia Political Science Association**  
 (Panel :*Teaching Political Science*)  
 “Teaching Intro American Politics by Making the Classroom an Interactive Government: A Composite of Eight Courses of Introduction to American Government Classes (POLS 1101) Taught at Valdosta State University,” GPSA, Savannah, Georgia.

#### **Debates:**

- September, 2005 **Debater, Constitutionality of the Patriot Act Forum**  
 Constitution Day Lecture/Debate with three of professors of Political Science debating and discussing the compromises of civil liberties and civil rights, constitutionality and unconstitutionality, regarding the Patriot Act. Department of Political Science, Valdosta State University, Valdosta, Georgia.

#### **Forums:**

- April 25, 2007 **Moderator, “Privatization of State Universities: Is It all About the Benjamins?”**  
 A forum continuation of Dr. Ari Santas’ Business and Ethics Class (PHIL 3150)
- Sept 18, 2006 **Moderator and Master of Ceremony, Constitution Day Forum**  
 Topics on Constitutional democracy discussed by a distinguished panel of elected officials, professors, and VSU’s President. Department of Political Science, Valdosta State University, Valdosta, Georgia.

#### **Grants:**

- June 2012 **Price-Campbell Grant, Wiregrass Georgia Technical College**  
 Secured a grant that gave the department 10,000 to invest in online textbooks and media technology as a means of eliminating some paper products.
- August 2005 **Faculty Development Grant, Valdosta State University**  
 Center for Faculty Development and Instructional Improvement, Valdosta State University, awarded grant for participating at Georgia Political Science Conference and presenting a composition entitled “Teaching Intro American Politics by Making the Classroom an Interactive Government: A Composite of Eight Courses of Introduction to American Government Classes (POLS 1101)” Taught at Valdosta State University.
- Feb 2000-Nov 2002 **Georgia Council for the Arts Grassroots Grant, Turner Center for the Arts**  
 Successfully applied and received two grants for Children and Young Adult Arts & Craft Classes (Ages 5-17) for Lowndes Drug Action Council as a liaison of the Lowndes/Valdosta Arts Commission to hold arts, crafts and culture classes for underprivileged youths in Valdosta’s lower income, urban areas. Also, served as consultant to other similar children’s programs starting up in smaller cities within a five-county range.

## Professional Committees, Conferences, Lectures, Presentations and Seminars:

### **Guest Lecturer:**

March 31, 2007

**Discussion Group Leader, Sister to Sister** (American Association of University Women) Topic: "Women in the Media," Valdosta, Georgia

February 28, 2007

**Speaker, Campus Activities Board**, Valdosta State University, Georgia  
Topic: "Black History Month: Recognition of the Individual Achievers Now"

January 13, 2007

**Speaker, American Association of University Women**, Valdosta, Georgia  
Topic: "Media and Partisan Politics in United States and the Media in Films"

February 28, 2006

**Speaker, Business and Professional Women**, Valdosta, Georgia  
Topic: "Romancing the Movies"

October 8, 2005

**Speaker, American Association of University Women**, Valdosta, Georgia  
Topic: "Current Themes in Movies and the Media"

April, 2003-December 2005

**Chair, Movie Night/Movie Discussion Group** (monthly) at the Annette Howell Turner Center for the Arts, Valdosta, Georgia

November, 2004

**Guest Lecturer for Reviewing Media, Department of English**

The lectured consisted of ways of reviewing films, books, television, music and et cetera. Valdosta State University; Valdosta, Georgia

April, 2003-June 2004

**Guest Lecturer, Art Preparatory Classes, Department of Art**

The administrative and artistic duties of a gallery curator were discussed. Valdosta State University; Valdosta, Georgia.

June 12-July 17, 2001

**Chair, "Conversational French 101" Seminar** at Lowndes/Valdosta Arts Commission's Cultural Arts Center; Valdosta, Georgia

August 1997 **Lecturer, Multi-Cultural Education Conference for Project Change**

One of several lectures to speak at Project Change anti-racism initiative organizational conference for area educators. Valdosta State University; Valdosta, Georgia

### **Speaker-Presentations:**

## Appointments, Activities, Memberships and Community Involvement:

### **Appointments:**

March 2006- August 2007 **Vice Chairman, The Valdosta-Metro Film Commission**

A commission to attract filmmakers to the Valdosta area to for television and movies. The Commission was derived from the Film Commission Steering Committee. [Committees: Government and Grants (Chair), By-Laws Committee, and Film Festival Committee (Chair)]

Jan 2006-August 2007 **President, Valdosta Civic Roundtable** (Chairman of Executive Board), A non-profit organization for the networking of Civic, Fraternal, Community and Governmental Organizations

December 2005-March-2006 **Film Commission Steering Committee,**

Valdosta-Lowndes Chamber of Commerce exploratory group to obtain and attract filmmakers to come to the Valdosta area to film television and movies. Valdosta, Georgia. Group consists of government (City and County), Chambers of Commerce in the five-county area of Lowndes-Valdosta, Valdosta State University, experts in the field of film (actors and behind camera crews), and community media, and several concerned citizens.

July 2005 -August 2007 **Commissioner (Board Member), Lowndes/Valdosta Arts Commission** (Annette Howell Turner Center for the Arts); Valdosta, Georgia. [Committees: Visual Arts Committee, House Committee, Presenter Series Committee, and the Public Relations Committee]

Jan 2005-Dec 2005 **Vice-President for Public Relations, Valdosta Civic Roundtable**

Aug 2003-Aug 2005 **Georgia Council for the Arts' Grassroots Panel Review Committee Member**, A branch of the Office of the Governor of the State Georgia, Atlanta, Georgia, <http://www.gaarts.org>.) Grassroots Panel Review Committee acts as an oversight committee, scrutinizing organizations about its goals and objectives, checking their finances (to see if they are redistributing funds fairly, quickly and professionally) and confirming whether or not organizations are implementing and supporting programs that are compliant with the rules and regulations of the Georgia Council for the Arts' objectives.

Jan- Dec 2004 **Immediate-Past President**, Valdosta Civic Roundtable Executive Board  
Jan 2000-Dec2003 **President, Valdosta Civic Roundtable Executive Board** (tied for longest serving president for non-consecutive terms, longest serving President, four years, one month, for consecutive terms)

Jan 1998-Dec1999 Treasurer of Civic Roundtable Executive Board

#### **Professional Memberships:**

November 2015 - Present **Member, The Georgia Film Critics Association (GFCA)**

August 2008-2010 American Political Science Association, Member

January 2007-2008 Alabama Political Science Association, Member

Sept 2005-Present \*Georgia Political Science Association, Member

Jan 1996-2008; 2014-Present

Valdosta Civic Roundtable, Representative; Valdosta, Georgia

#### **Memberships:**

November 2014-Present

\*Lowndes County Historical Society, Valdosta, Georgia

July 2005-Present \*Arts Center Member, Annette Howell Turner Center for the Arts; Valdosta, GA

July 1999-Present \*Southern Artists' League Member; Valdosta, Georgia

1999-2001 South Georgia Toastmasters International [served as Vice-President, Public Relations, Sergeant-of-Arms, 1999-2000]

#### **Community Service:**

June 2006-April 2007 Yoga Instructor, St. Aquinas Community Center, Valdosta, Georgia. (Instructor of yoga classes using a mixture of traditional yoga and power-yoga calisthenics.)

Mar 2002-Nov 2005 Host of Open-Mic Night at Annette Howell Turner Center for the Arts

Aug 1999-Mar 2001 Member of South Georgia Toastmasters International

Oct 1999-Dec 1999 Yoga Instructor Valdosta State University, Department of Campus Recreation

June 1999 Community Focus Group for the Arts,

Aug 1996-Aug 2005 Yoga Instructor for Extracurricular Activities, Annette Howell Turner Center

for the Arts  
Nov 1993-Aug 1995 Member of Minority Achievement Society, Valdosta State University

**\*Denotes current occupation(s) or action(s)**

## **Art Portfolio:**

<http://www.alexandar.com> <http://myspace.com/alexandar> (websites for artwork)

### **Exhibitions:**

- 1997–2008: *Spring Into Art Show*, Valdosta, Georgia: photography made it to “Best of Show” Exhibition (second stage juried). At least one piece made it to “Best of Show” Exhibition stage each year, except 2007/2008.
- 2003, May: *4<sup>th</sup> Annual Southwest Georgia Regional Art Show and Sale*: both pieces of photography juried into best of show phase (Albany, Georgia).
- 2003, February: *Inaugural Black Arts Festival 2003*: One of six artists to exhibit for the Office of Equal Opportunity and Multicultural Affairs, Valdosta State University; Valdosta, Georgia.
- 2003, February: *The African-American Artist*: One of nine artists to in an exhibition to promote Black History Month. (Lowndes/Valdosta Arts Commission Cultural Arts Center; Valdosta, Georgia)
- 2001 April: *Images*: Chair/Curator and one of 16 artists of this photography exhibition at the Lowndes/Valdosta Arts Commission Cultural Arts Center, 1204 North Patterson Street; Valdosta, Georgia 31602.

### **Juror (Served as Judge/Juror for Art shows):**

- 2006 October 5 *2nd Annual Regional ALNF Juried Fine Arts Exhibition*, Art League of North Florida, at Lake City Community College, Lake City Florida 32056
- 2003 September *The Annual Member Show*, Georgia Artists' Guild of Albany; Albany, Georgia 31701
- 2003 May Lowndes High School's *Spring Art Show*; Valdosta, Georgia 31602
- 2001 May 2 Valdosta High School's *Spring Art Show*; Valdosta, Georgia 31602
- 2000 November 18 Valdosta Junior Service League *Arts & Crafts Spectacular Awards*; Valdosta, Georgia 31601
- 2000 May 5 Juror for *5<sup>th</sup> Annual Hot Air Balloon Classic: "Spirit of Suwannee Music Park Art Show;"* Live Oak, Florida 32060

### **Awards and Honors:**

- 2006, May Honorable Mention, *Best of Spring Into Art Show*, Valdosta, Georgia: Valdosta, Georgia 31601
- 2004, March-April: *Southern Artists' League's Artist of the Month*, Valdosta, Georgia: Works displayed at *The Valdosta Daily Times*.
- 1999, July: *Southern Artists' League's Artist of the Month*, Valdosta, Georgia: Works displayed at First State Bank & Trust (main branch office) and at *The Valdosta Daily Times*.

### **Professional and Commercial:**

- 2007, December: Cover photo, *The Art of Dreaming* (Snake Nation Press, Inc.), poetry by Matt Flumerfelt
- 2004, August: Cover photo and internal photographs, *Snake Nation Review*, Issue 19, by Snake Nation Press, Inc. <http://www.snakenationpress.org/issue19.html>
- 2003, November: Cover photo, *Times Pieces*, poetry by Matt Flumerfelt
- 2003, August: Maura Respress Design (Valdosta, GA), a series of home photographs for interior decorating
- 2003, July-August: Coldwell Banker Premier Real Estate (Valdosta, GA), A series of local landmarks for its offices
- 2001, November-January American Cancer Society, Valdosta Chapter, Artistic Layout Coordinator and Photographer for the 2002 Bachelor Calendar (as well as one of the eligible bachelors in calendar)

### **Art in the Collections of:**

- Covington's Dining & Catering (Sue and Stanley Cox), Valdosta, Georgia
- Mr. Ed and Mrs. Mary Crane, Valdosta, Georgia



- Mr. Alton and Mrs. Charlene Crawford, Gastonia, North Carolina
- Mayor and Mrs. John Fretti, Valdosta, Georgia
- Dr. Robby and Mrs. Rebecca Henderson, Lexington, Georgia
- Dr. Loyce Turner, Former Senator, Georgia State General Assembly, Valdosta, Georgia

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Hahira, GA,  
31632



# KYLE ELDER

U.S. Senate

## EDUCATION

**VALDOSTA STATE UNIVERSITY**  
Valdosta, GA  
*B.A. History (May 2016)*

## LICENSES AND CERTIFICATIONS

Georgia Educator Certificate

## CAREER OBJECTIVE

Efficient professional with 13.5+ years of experience and a proven knowledge of customer service, adaptive teaching methods, and competitive analysis. Aiming to leverage my skills to successfully fill the U.S. Senate role at your company.

## PROFESSIONAL EXPERIENCE

### TEACHER

*Valdosta Early College Academy/Valdosta City Schools, Valdosta, GA / Aug 2016 - Present*

- Prepare reports on students and activities as required by administration.
- Collaborate with other teachers and administrators in the development, evaluation, and revision of secondary school programs.
- Sponsor extracurricular activities such as clubs, student organizations, and academic contests.
- Attend staff meetings and serve on committees, as required.
- Plan and supervise class projects, field trips, visits by guest speakers, or other experiential activities, and guide students in learning from those activities.
- Attend professional meetings, educational conferences, and teacher training workshops to maintain and improve professional competence.
- Administer standardized ability and achievement tests and interpret results to determine students' strengths and areas of need.
- Perform administrative duties such as assisting in school libraries, hall and cafeteria monitoring, and bus loading and unloading.
- 8-10 Social Studies Teacher
- Establish and enforce rules for behavior and procedures for maintaining order among students.
- Instruct through lectures, discussions, and demonstrations in one or more subjects, such as English, mathematics, or social studies.
- Adapt teaching methods and instructional materials to meet students' varying needs and interests.
- Maintain accurate and complete student records as required by laws, district policies, and administrative regulations.

- Enforce all administration policies and rules governing students.
- Assign and grade class work and homework.
- Prepare materials and classrooms for class activities.
- Observe and evaluate students' performance, behavior, social development, and physical health.
- Plan and conduct activities for a balanced program of instruction, demonstration, and work time that provides students with opportunities to observe, question, and investigate.
- Prepare, administer, and grade tests and assignments to evaluate students' progress.
- Establish clear objectives for all lessons, units, and projects and communicate those objectives to students.
- Guide and counsel students with adjustment or academic problems, or special academic interests.
- Prepare students for later grades by encouraging them to explore learning opportunities and to persevere with challenging tasks.
- Prepare objectives and outlines for courses of study, following curriculum guidelines or requirements of states and schools.
- Confer with parents or guardians, other teachers, counselors, and administrators to resolve students' behavioral and academic problems.
- Meet with parents and guardians to discuss their children's progress and to determine priorities for their children and their resource needs.
- Instruct and monitor students in the use of equipment and materials to prevent injuries and damage.
- Use computers, audio-visual aids, and other equipment and materials to supplement presentations.
- Prepare for assigned classes and show written evidence of preparation upon request of immediate supervisors.
- Prepare and implement remedial programs for students requiring extra help.
- Meet with other professionals to discuss individual students' needs and progress.
- Confer with other staff members to plan and schedule lessons promoting learning, following approved curricula.

#### VICE PRESIDENT

##### *Southern Area Basketball Officials Association, Valdosta, GA / Aug 2015 - Present*

- Officiate at sporting events, games, or competitions, to maintain standards of play and to ensure that game rules are observed.
- Judge performances in sporting competitions in order to award points, impose scoring penalties, and determine results.
- Inspect sporting equipment and/or examine participants in order to ensure compliance with event and safety regulations.
- Keep track of event times, including race times and elapsed time during game segments, starting or stopping play when necessary.
- Signal participants or other officials to make them aware of infractions or to otherwise regulate play or competition.
- Verify scoring calculations before competition winners are announced.
- Resolve claims of rule infractions or complaints by participants and assess any necessary penalties, according to regulations.
- Teach and explain the rules and regulations governing a specific

sport.

- Confer with other sporting officials, coaches, players, and facility managers in order to provide information, coordinate activities, and discuss problems.
- Report to regulating organizations regarding sporting activities, complaints made, and actions taken or needed such as fines or other disciplinary actions.
- Direct participants to assigned areas such as starting blocks or penalty areas.
- Research and study players and teams in order to anticipate issues that might arise in future engagements.

#### SALES MANAGER

*Elder Auto Sales, Valdosta, GA / Aug 2008 – Aug 2014*

- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Determine price schedules and discount rates.
- Review operational records and reports to project sales and determine profitability.
- Monitor customer preferences to determine focus of sales efforts.
- Prepare budgets and approve budget expenditures.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Resolve customer complaints regarding sales and service.
- Oversee regional and local sales managers and their staffs.

#### REFERENCES

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**References available upon request**