

Blackwell, Carolyn

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Skills

- HTML5
- CSS
- JavaScript
- Bootstrap
- jQuery
- Node.js
- MongoDB
- MERN stack
- ExpressJS
- GraphQL
- MySQL
- React
- Project Management
- Sales Consulting
- Public Speaking

Education

Full Stack Web Development Certification 2022

- Full Stack Web Development Certificate from Rutgers University Web Development Bootcamp

Master of Education, Teaching Mathematics 2013

- Master of Education with a concentration of teaching mathematics from National University

Bachelor of Arts 2004

- Bachelor's in Liberal Studies with a minor in Mathematics from California State University, Long Beach

Experience

Houghton Mifflin Harcourt 2014 - Present

National Education Sales Consultant

- Create and deliver SaaS pre-sales, value-selling presentations
- Consult and demonstrate software for potential clients with a focus on solution selling
- Work with customers to create curriculum maps
- Create and lead professional development to train partners on the software
- Support regional consultants and efforts to build capacity and expertise within the company
- Co-develop and script professional development e-learning courses for colleagues
- Participate as Keynote Speaker for conventions and conferences
- Partner with Account Executives and various departments to customize sales presentations and solutions resulting in meeting and exceeding \$100 million sales team goal for two consecutive years

Account Executive

- Sale SaaS product and software
- Prospect and penetrate white space and new accounts

- Post-sales management of current accounts and provide quarterly reports showing ROI
- Manage accounts, pipeline, and data on Salesforce CRM
- Create and negotiate proposals
- Manage territory and monitor progress towards goal
- Collaborate across departments to work towards goals
- Act as a liaison between customer and various department within the company

Professional Development Manager

- Support successful implementation of software for best return on investment
- Consult and support CEO, Superintendents, and leaders in planning roll out of new software
- Develop and lead SAAS product and practice based professional development in in-person and virtual settings
- Manage a team of regional consultants
- Monitor and assess services provided by regional consultants to ensure customer satisfaction
- Support regional consultants with professional growth and goal setting
- Partner with cross-functional teams to meet post-sales revenue goals
- Monitor and manage a large caseload of customers to meet post-sales training needs
- Lead professional development project management tasks and can create implementation plans using Adult Learning Theory
- Conduct quarterly achievement review meetings with district and school leadership
- Coach teachers on best practices, pedagogy, and classroom implementation strategies

Environmental Charter Middle School 2014

- Develop and teach curriculum for 7th grade Math and Science classes
- Co-develop cross-curricular performance tasks and assessments

City Honors College Prep Charter School 2008 - 2013

- Taught Algebra 2, Statistics, AP Statistics
- AP Statistics Certified
- Mathematics Engineering Science Achievement (M.E.S.A) advisor
- Lead teacher for the math department

Farmers Insurance 2007

- Field claims adjuster
- Appraise damaged vehicles and create repair estimates
- Provide customer service to insurance policy owners

Enterprise Rent-a-car 2005 - 2007

- Sales associate in rental branches
- Accounts payable representative for body shops and insurance companies

Today's Fresh Start Charter School

2004

- Kindergarten teacher