**[Central Texas Business Management](https://www.postjobfree.com/resume/ad0kre/central-texas-business-brooklyn-ny-11201)**

**Location:**Brooklyn, NY, 11201

**Posted:**October 23, 2023

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**Resume:**

Linwood Noble 904-657-9792

linwoodn@gmail.com

Military Veteran / Education and sales expert with over 22 years of experience.

Education

● Master of Science in Education and college administration, Keiser University - 2011 Completed

● Bachelor of Science in Business Management and Marketing, University of Phoenix - 2004 Completed

● Associates Degree in Journalism and Creative Writing, Central Texas College 1996 - Completed

● Black Belt in Six Sigma - Completed 2004

● Certified IBM Data Analyst 2020

● Student data and CRM expert - Salesforce, CampusVue, Hubspot, Oracle and many others

Experience

BHG FInancial National Sales manager of Business Analytics 2023 to present.

● Seasoned and accomplished National Sales Manager with an impressive 21 years of experience in driving revenue growth and leading successful sales teams.

● Demonstrated expertise in consistently surpassing sales goals, hitting 125% of the monthly targets on a regular basis throughout an extensive career.

● Proven track record of developing and executing strategic sales plans, expanding market presence, and achieving outstanding sales performance on a national scale, with a deep understanding of industry trends and dynamics.

● Built and nurtured strong client relationships over two decades, resulting in long-term customer retention and an extensive network of valuable business connections.

● Developed and documented business requirements for a new project, resulting in a 10% increase in project efficiency and a 5% reduction in project costs. Analyzed and documented existing business processes, identifying areas of improvement and recommending solutions that led to a 15% increase in team productivity.

● Collaborated with cross-functional teams to identify market opportunities, competitive intelligence, and product enhancements, contributing significantly to business growth and customer satisfaction.

● Managed sales budgets, forecasting, and sales analytics with a wealth of experience, providing valuable insights for informed decision-making and driving continuous sales success.

● Acknowledged with numerous awards and accolades for consistently exceeding sales goals and demonstrating exceptional leadership excellence during a distinguished career.

2022 – 2023 Polygence Senior Business Analyst Advisor Remote

● 21 years of experience guiding and supporting prospective students through the admissions process.

● Proven expertise in application evaluation, interviews, and ensuring student-institution compatibility.

● Led and mentored admissions counselor teams, driving improved performance and recruitment results.

● Implemented successful recruitment strategies, leading to a notable increase in qualified applicants and enrollment.

● Strong collaborator, streamlining processes with academic departments and student services for an enhanced admissions experience.

● Recognized for exceptional communication skills and building positive relationships with students, parents, and counselors.

● Active involvement in marketing efforts and representing the institution at recruitment events.

● Acknowledged for dedication to student success within the admissions department.

2020 – 2022 Hacker U Senior Admissions AdvisorRemote

● Experienced Senior Admissions Advisor with a track record of guiding and supporting prospective students through the admissions process. Proficient in application evaluation, conducting interviews, and ensuring the best fit between students and the institution.

● Skilled in leading and mentoring admissions counselor teams to achieve improved performance and successful recruitment outcomes. Implemented effective strategies that significantly increased the number of qualified applicants and overall enrollment.

● A collaborative professional, adept at streamlining processes with academic departments and student services, resulting in an enhanced and efficient admissions experience.

● Recognized for exceptional communication skills and building positive relationships with students, parents, and high school counselors.

● Actively contributes to marketing efforts and represents the institution at recruitment events to attract a diverse and talented pool of applicants.

● Received accolades for unwavering dedication to student success within the admissions department.

2017 – 2020 Independence University Associate Director of AdmissionsRemote

● Accomplished Associate Director of Admissions with 18 years of experience overseeing and managing the admissions process.

● Proven expertise in developing and implementing effective recruitment strategies, leading to a substantial increase in qualified applicants and notable improvements in enrollment numbers.

● Mentor and guide admissions teams, driving optimal performance and consistently achieving departmental objectives.

● Collaborate seamlessly with academic departments and student services to streamline processes, ensuring an enhanced admissions experience for prospective students.

● Renowned for outstanding interpersonal and communication skills, fostering strong relationships with students, parents, high school counselors, and other stakeholders.

● Spearheaded initiatives to enhance diversity and inclusivity within the admissions process, resulting in a more representative and vibrant student body.

● Actively participated in accreditation processes, ensuring compliance with regulatory standards and contributing to the institution's reputation for academic excellence.

2012 – 2017 CDA Technical Institute - Director of Compliance, VA School Certifying Official, Business Analytics

● Directed and oversaw compliance accountabilities and reporting at the largest commercial dive school globally, boasting over 300 enrolled students and 185 students in residence; effectively managed and supervised a team of 21 staff and instructors.

● Implemented data-driven email campaigns through A/B testing, optimizing outreach efforts and achieving higher response rates in student recruitment.

● Communicated and enforced core values, policies, and procedures governing student and staff recruitment, selection, enrollment, orientation, training, counseling, disciplinary actions, and communications programs. Conducted comprehensive job reviews and devised compensation strategies.

● Spearheaded a remarkable increase in career placement rates, achieving consecutive growth from 88% in 2012 to 94% in 2016.

● Cultivated a strong sense of trust and student engagement, maintaining an impressive average completion rate of 88% out of approximately 1,200 students over a span of three years.

● Conducted 17 accreditation and policy audits with flawless results, ensuring strict compliance with industry standards.

● Developed and implemented over 360 competencies for student graduation, strictly adhering to the requirements set forth by the accrediting commission.

● Revamped and optimized lesson plans with extensive planning, totaling over 103 days and 871 clock hours, to ensure exceptional instruction delivery.

● Devised meticulous schedules, competencies, and lesson plans, meticulously aligning them to ensure the highest standard of education delivery.

● Grant Writing Nonprofit Management Research Methods Business and Professional Writing

● Worked with the development team to support grant research and proposal writing.Gained valuable insights into the operations and needs of nonprofit organizations.

● 2008 – 2012 Keiser University - Admissions Counselor/Associate Director of Admissions

● Dynamic and results-oriented Associate Director of Admissions offering 18 years of unparalleled experience in overseeing and managing the admissions process.

● Demonstrated track record of devising and executing highly effective recruitment strategies, leading to a substantial increase in qualified applicants and remarkable improvements in enrollment numbers.

● A skilled mentor and leader, adept at guiding admissions teams to achieve optimal performance and consistently exceed departmental objectives.

● Collaborated seamlessly with academic departments and student services, streamlining processes to create an enhanced and seamless admissions experience for prospective students.

● Renowned for exceptional interpersonal and communication skills, fostering strong and lasting relationships with students, parents, high school counselors, and other key stakeholders.

2002 – 2008 University of Phoenix – Manager of Admissions Sales and conversion Analytics

● Highly skilled and motivated Manager of Admissions Sales and Conversion Analytics with a proven track record of success in optimizing admissions processes.

● Possesses in-depth expertise in data analysis and conversion metrics to drive strategic decision-making and enhance enrollment outcomes.

● Led and managed a team of admissions professionals, providing guidance and support to drive sales and improve conversion rates.

● Developed and implemented cutting-edge analytics methodologies to identify trends, assess performance, and fine-tune admissions strategies for maximum efficiency.

● Collaborated with cross-functional teams to align admissions goals with overall institutional objectives, resulting in increased student enrollment and improved student satisfaction.

● Recognized for outstanding leadership and communication skills, fostering a collaborative and data-driven culture within the admissions department.

● Continuously stays abreast of industry trends and best practices to implement innovative strategies and stay ahead of the competition.

● Effectively communicates data-driven insights and recommendations to senior management and stakeholders, contributing to strategic planning and overall institutional growth

1997 - 2002 Equity residential properties / Los Prados Condominiums Property manager / Community association manager.

● Accomplished and versatile professional managing residential properties and community associations.

● Expertise in day-to-day operations, maintenance, and financial management, ensuring tenant satisfaction.

● Successfully handled diverse property portfolios, from single-family homes to multi-unit complexes.

● Implemented effective marketing strategies, leading to high occupancy rates and reduced vacancies.

● Proficient in budgeting, financial analysis, and cost optimization for improved property performance.

● Skilled in conflict resolution, tenant inquiries, and ensuring compliance with regulations.

● Collaborated with vendors and service providers to ensure efficient property maintenance.

● Committed to upholding community guidelines, facilitating board meetings, and promoting harmonious living.

1993 - 1997 United States Navy Aerial Photographer / Public Relations

● Accomplished United States Navy veteran with 4 years of active duty service and 4 years in the reserve, specializing in Aerial Photography and Public Relations.

● Expertise in capturing breathtaking aerial imagery, supporting intelligence operations, and documenting critical missions during active duty.

● Utilized advanced photography equipment and editing software to produce compelling visual content for military publications and public relations materials, showcasing the Navy's mission and accomplishments.

● Collaborated with multi-disciplinary teams during both active duty and reserve service, demonstrating strong communication and organizational skills in various public relations initiatives.

● During reserve service, continued to hone photography and public relations skills, contributing to successful media engagements and maintaining the Navy's positive public image.

● Recognized for exemplary dedication and service, receiving commendations and awards for outstanding performance throughout both active duty and reserve tenure.