

JENNIFER L. BEGANSKY

740 SEATTLE SLEW COURT EDMOND, OK 73025 • 405.315. 8121

jlbegansky@gmail.com

PROGRAM DEVELOPMENT...MARKETING...TRAINING

PROFILE: Highly entrepreneurial professional whose diverse experience and skill sets are especially applicable to a people-oriented sales and service environment in which teamwork, high energy, and tenacity are complimented by sound planning, strong administrative skills and total commitment to achieving successful outcomes. Offering potential employer a strong combination of unique attributes that include, but not limited to the following:

QUALIFICATION HIGHLIGHTS

- ✓ **Results Driven:** Led marketing initiative resulting in two multi-million dollar contracts with a major company as Marketing Representative.
- ✓ **High Energy:** Thrives in fast-paced environments, adapting to new situations and changing priorities especially suited to business development, e.g. cold calling, networking, and promotional events.
- ✓ **Training and Development:** Educated and experienced in training methods and presentation techniques with high-level skills in developing and writing educational and training materials.
- ✓ **Culturally Diverse:** Relates easily with people at all levels, backgrounds, cultures, and religions -- Traveled widely throughout Europe while attending university in France.
- ✓ **Performance Quote:** "Jennifer's infectious personality and product knowledge is trumped only by her commitment and tenacity in making things happen."

CORE KNOWLEDGE BASE - SKILLS AND ABILITIES

- Marketing Application Skills
- Market Research/Development
- Marketing Materials/Training Programs
- Presentation/Public Speaking
- Business/Project Development
- E-Marketing/Social Networking
- Admin./Data Management
- Program Assessment Tools
- Relationship Sales & Marketing
- Mentoring & Training Personnel
- Multi-Project Management
- Marketing /Business Analysis

*Mastery of MS Word, Excel, Lotus, PowerPoint and MACINTOSH

* Fluent in French and conversational in Spanish

~ KEY MARKETING PROJECTS AND EXPERIENCE - 1996 TO PRESENT ~

→ **Private French and Spanish Tutor:** Currently teach basic and advanced foreign language skills to clients of all ages, as well as, tutoring students in study skills and preparation for the SAT.

→ 4 Corners Home

Edmond, OK

Marketing/Sales Associate: Developed new customers for residential construction company specializing in planning and designing high end family-oriented communities throughout the United States. Marketed and established new business relationships via follow-up with potential customers, outside vendors, and related businesses.

- **Advanced** corporate brand through enthusiastically representing company at trade shows, business networking and community events.
- **Supported** sales directors with listings, negotiations, contracts, closings, interior design and staging; and also, coordinated and executed open houses for brokers.
- **Relied** upon for bi-lingual skills in marketing and communicating with Hispanic vendors and clients.
- **Initiated** and coordinated employee recognition events and motivational activities
- **Received** overwhelmingly positive feed-back from customers and management for superior customer relations and rapport building skills.

→ Temporary Personnel, Inc.

Enid, OK

Marketing Representative: Developed and provided leadership for implementation of all marketing strategies to meet annual goals for growth and profitability. Recruited, Interviewed and placed clients into both temporary and permanent positions.

- **Identified** new niche markets and developed successful advertising goals, objectives, and actions plans.
- **Coordinated** all business activities between two offices including staffing, policies and compliance issues.
- **Developed** and secured new business accounts while maintaining existing accounts.

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→ **Metropolitan Life Insurance** **Enid, OK**

Account/Marketing Representative: Specialized in managing military market niche while developing new client base and expanding territory.

- **Reviewed** and analyzed each client's financial history and created detailed financial portfolios to meet their unique goals.
- **Recognized** for ability to quickly learn and apply complex concepts to assist clients.

→ **International Children's Academic** **San Antonio, TX**

Marketing Coordinator: Led successful marketing and advertising efforts in new business development. In collaboration with business owners, provided on-going professional advice and input for instructional programs, business policies, procedures, and client relations.

→ **Phillips University** **Enid, OK**

Educator Training Supervisor: As liaison between the university Teacher Training Program and Enid Public School System, developed organizational and administrative policies and program objectives for placement and evaluation of student teachers. Developed student training program that was assessed and approved by the Dean of Education and five faculty members. Mentored, supervised and evaluated student teachers throughout practicum with all receiving positive feed-back by cooperating teachers.

~ *OTHER RELEVANT EXPERIENCE* ~

* Education and expertise in Instructional technology is directly transferable to a variety of positions in which program development, communication skills, and foreign language expertise is necessary to corporate success within a competitive national/international market place.

- **Adjunct Professor:** Oklahoma School of Science and Mathematics, OKC, OK: Taught High School Level French and Spanish courses.
- **Adjunct Professor:** Phillips University, Enid, OK: Instructed Advanced level French Grammar and Composition
- **Public School Systems:** Taught foreign language classes in a variety of school systems due to frequent relocations required by spouses' company.

~ COMMUNITY VOLUNTEER ~

CROSS TIMBERS ELEMENTARY, EDMOND, OK
Assist classroom teachers, grades K-3 (six years)

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~ *EDUCATION AND TRAINING* ~

UNION COLLEGE, SCHENECTADY, NY
Master of Art in Education

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SAINT LAWRENCE UNIVERSITY, CANTON, NY
Bachelor of Arts, French Language

STUDY ABROAD PROGRAM - JUNIOR YEAR
University of Rouen, Mount-Saint-Aignan, France

References Included, next

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~ PROFESSIONAL REFERENCES ~

Sylvia Arisnoe Acosta, Store Manager

Soma Intimates

255 E. Basse Road

San Antonio, TX 78209

210.824.8885

210.824.0239

210.854.8950

arisgamez@yahoo.com

Dr. Kenneth Lease, Vice – President for Academic Services

Oklahoma School of Science and Mathematics

1141 North Lincoln Blvd.

Oklahoma City, OK 73104-1253

405.521.6436

405.301.4000

ken.lease@ossm.edu

Nicole Walker, Adjunct French Professor

Oklahoma School Of Science and Mathematics

1141 North Lincoln Blvd.

Oklahoma City, OK 73104 – 1253

405.301.4000

405.685.7373

Juan Morales, Owner/Founder

Language Associates

7925 N. Hudson Ste. C.

Oklahoma City, OK 73114

405.946.1624

jmorales@languageassociates.net