

Suzanne Byrnes

Educational Sales Account Manager

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I am a dedicated professional with a solid education and 20 successful years of experience within Educational Sales, Project Management, Consulting, Training and Presentations.

Authorized to work in the US for any employer

Work Experience

Account Executive

MATHSPACE - Fort Worth, TX

April 2022 to April 2023

Sales consulting for mathematics educational technology-hybrid platform grades 3rd- 12th grades which included both on-site and virtual sales presentations/demos.

Manager of Educational Partnerships

Agile Mind - Fort Worth, TX

January 2021 to April 2022

Sales presentations and demonstrations of Secondary Mathematics Courses delivered on an LMS with a proprietary digital curriculum including print resources. Key decision makers included Superintendents, Directors of Curriculum, STEM , Special Education Directors and Technology and Middle and High School Principals and teachers who were seeking a conceptually based math course for students and teachers for public/private/charter entities including districts and school based adoptions.

Market Development Executive

E&I COOPERATIVE SERVICES - TEXAS

August 2018 to January 2021

K-12 Division working with Superintendents, District Administrators, Curriculum and Technology Directors in order to provide cooperative contract pricing through E&I Business Partner Contracts.

Market Development Executive, 8/2018-11/2020

Key Achievements:

- Successfully achieved 100% of 4 million sales quota 2020

Sales Manager

RYCOR SOFTWARE - TEXAS

July 2017 to July 2018

Account Management of a 12 State territory providing targeted onsite and virtual demos of Business Administration Software for K-12 School Districts selling to Superintendents, Purchasing Directors and Principals.

Sales Manager, K-12, 7/2017 to 7/1/2018

Key Achievements:

- Successfully attained 100% of 750k sales quota

Regional Sales Manager

NASCO EDUCATION - TEXAS

July 2015 to July 2017

Newly created position to Increase overall territory sales and new business for K-12 supplemental content.

Regional Sales Manager, K-12, 7/2015-7/2017

Implemented sales strategies and provide targeted sales presentations to K-12 School Districts in the state of Texas as a distributor for educational resources including all major academic and curriculum areas including Math, Science, Social Studies, STEM, ELA, Early Learning, Special Education and Career and Technical Education. Decision makers included Superintendents, Curriculum Directors, Principals and Teachers.

Key Achievements:

- Successfully attained 100% of 1 million sales quota

Territory Manager

ORIGO EDUCATION - TEXAS

October 2013 to July 2015

K-6, 10/2013 to 7/2015

Delivered customized presentations during TX state adoption process and consultations to clients to win new accounts and sell educational product solutions to boost revenue and increase market share. Committee members were comprised of Superintendents, Curriculum Directors, Principals and Teachers.

Key Achievements:

- Achieved 300% of 550k of sales goal in 2014

Sales Representative

HOUGHTON MIFFLIN - CO, WY, UT, NM, OR, AZ

July 2008 to September 2013

Fostered strong sales results for learning technologies / K-12 solutions sales business unit.

Sales Representative, K-12, 7/2008 to 9/2013

Promoted print and technology educational products and learning solutions to clients in K-12 schools. Consulted with clients to promote products and increase company sales revenue. Decision makers included Instructional Technology, IT Directors, Superintendents, Curriculum Directors and Administrators.

Key Achievements:

- Successfully achieved 105% of 1 million for sales quota

Publishing Representative, Field Sales and Consultant of Education-TEXAS

MCGRAW-HILL SCHOOL PUBLISHERS

April 2001 to July 2008

Built strong results for leading educational text book and technology publisher.

Publishing Representative, Field Sales and Consultant of Education, K-6, 4/2001 to 7/2008

Consulted with representatives in K-6 schools and educational institutions across Texas, Colorado, and Wyoming to promote and sell educational text books and technology. Key decision makers were Superintendents, Curriculum Directors, Principals and Teachers.

Key Achievements:

- Achieved 140% 4 million for sales quota

Teacher, Second & Third Grades

Denton & Birdville Independent School Districts - Denton, TX

May 1994 to April 2001

Eules, TX

- Lead Teacher for Technology/Curriculum-Planning Team for Third Grade.
- Teacher Leader: District Curriculum Planning Team-READING.
- Teacher Leader: Curriculum Book Committee, 2nd Grade-Reading and Math

Education

Masters in Science-Reading Education in Science-Reading Education

Texas Women's University - Denton, TX

May 2000

Bachelor of Arts in Organizational Communication

Southwest Texas State University - San Marcos, TX

1990

Certification

University North Texas - Denton, TX

Skills

- Account management
- Relationship management
- Publishing
- Learning Technology
- Curriculum Development
- Business Development
- Salesforce
- Special Education
- Sales Management

- Presentation Skills

Certifications and Licenses

Teaching Certification

Professional Educator License