

HARRY KING

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PROFESSIONAL SUMMARY

Training, Management, and Instructional Designer seeks to utilize corporate and entrepreneurial knowledge in an organizational development role.

Industry Experience

Call Center • Not for Profit • E-Commerce • B2B, B2C & Retail Sales • Entertainment & Recreation • Advertising • Consumer & Retail • Mortgage Banking • Manufacturing

Selected Skills

Professional Speaker & Trainer • Instructional Design & Development • Change Implementation • Sales Management • Organizational Management • Strategic Planning • Corporate Vision & Mission Alignment

PROFESSIONAL EXPERIENCE

US Department of Education / Alorica

Corporate Trainer & Instructional Design – Nationwide

Jan 2015 – June 2016

Contractor specializing in training call center staff on student loan default, rehabilitation, forgiveness, and collection practices, procedures and education.

- Responsible for training over 400 new and current employees and assessing competencies across multiple in four US locations.
- Developing training solutions that directly aligned with DoEd requirements, using a mix of training media including instructor-led, WBT, CST and blended learning programs.
- Designed, developed, and presented training programs. Evaluated programming and initiated improvements where necessary for primary onboarding and initial training and Quality Assurance programs for all call center staff.
- Updated main training manuals and presentations for initial loan collection procedures.
- US Department of Education security clearance.

Benjamin, Andrews & King

Corporate Trainer & Instructional Design – Nationwide

2005 - Present

National contract training and seminar company whose client list includes Monster.com, ThomasNet.com, Dell, US Army & Navy, University of Phoenix, Bank of America, ITT Technical Institute, BNI, McAfee Security Software, Aflac and many others.

Examples of deliverables for various prestigious clients:

- Designed a series of soft-skill training programs to address entry level workforce problems. Changed employee retention level from 12% to 87%, the most effective program in New York State.
- Delivered over 350 training programs throughout the country to audiences of 100 to 2500 that exceeded goals set forth by clients.
- Generated and implemented a training program to establish a sales presentation and resource program for an outside sales company. The program was adopted nationwide and product sales tripled.
- Created a program for a recreation business; creating the first profitable summer program in the company's 28 year history.
- Built three business networking chapters for national organization in less than half the expected time frame. Developed a customized presentation that resulted in regional record for submitted applications.
- Changed manufacturing client's sales base from a regional customer base to a national or international clientele. Resulted in a 3 to 1 return on investment, and a new strategic focus for the future.

Thompson-WestLaw / FindLaw.com

Internet Marketing Consultant (Sales) – Buffalo/Rochester, New York

2004 - 2005

- Doubled the number of clients and sales volume in the region.

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LL Leslie



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