

John R. Schmidt

Objective: Seeking a position as a K-5 school teacher or teacher of students with disabilities

CERTIFICATION AND EDUCATION:

NJ Certificate of Eligibility with Advanced Standing (CEAS) in Elementary Education and K-5 Students with Disabilities
Monmouth-Ocean Educational Services Commission (MOESC) - Crisis Prevention / Passive Restraint Training

Dual Teacher Certification Program: Elementary Certification and Teacher of Students with Disabilities – May 2012
Georgian Court University, Lakewood, NJ

Masters in Business Administration (MBA) - May 2000
Pennsylvania State University, Harrisburg, PA

Bachelor of Arts Degree (BA), Communications; Minor, Political Science - May 1987
University of Delaware, Newark, DE

TEACHING EXPERIENCE

HOWELL SCHOOL DISTRICT, Howell, NJ

2011-2012

Student Teacher

- Design and implement a variety of creative lesson plans for fifth grade class
- Incorporate differentiated instruction to meet the needs of all learners
- Help students hone math skills to increase Map scores
- Implement effective classroom management strategies
- Help supervise school newspaper, talent show and student mural of the solar system

WALL SCHOOL DISTRICT, Wall, NJ

2010-2011

Paraprofessional

- Aided classroom teacher in creating lessons and implemented as a one-on-one instructional aide
- Designed and implemented incentive strategies to motivate student
- Monitored and communicated student progress to classroom teacher and principal

MANASQUAN SCHOOL DISTRICT, Manasquan, NJ

2009 – 2010

Substitute Teacher

- Successfully implemented classroom lessons of absent teacher
- Implemented effective classroom management strategies

OTHER PROFESSIONAL EXPERIENCE

CLEAN TEAM LLC, Farmingdale, NJ

2005-2010

Owner

- Created and operated specialized sports equipment cleaning and sanitizing business.
- Organized and managed day-to-day business
- Developed client relationships with the Lakewood Blueclaws, Monmouth University, Farleigh Dickinson University, Rowan University and local pop warner, hockey and baseball teams
- Proactively problem-solved issues with clients
- Created educational materials on the importance of maintaining clean equipment and reviewed with clients

**MS&A Consulting
Consultant**

2001-2005

- Created sales and marketing strategies for small dental businesses and inventors.
- Proactively problem-solved issues with clients
- Cultivated relationships between inventors and dental companies

DENTSPLY INTERNATIONAL, York, PA

1995-2001

Senior Product Manager

- Managed and developed Assistant Product Managers
- Trained and supported sales force and customer service department with ongoing product and market information.
- Led internal product development teams, conduct market research, analyze cost-reduction strategies and evaluate new business opportunities.
- Developed and nurtured relationships with industry gurus.
- Developed and implemented strategic marketing plans for industry-leading dental brands.
- Created and launched new products for domestic and international markets.

Accomplishments: Successfully launched over a dozen, state-of-the-art dental products while consistently increasing sales and profit goals.

BLOCK DRUG CORPORATION, Jersey City, NJ (Acquired by Glaxo Smith-Kline in 2001)

Assistant Product Manager

1990-1995

- Assisted in managing consumer and professional brands (Sensodyne, Habitrol and Lodine) for an international company.
- Developed marketing strategies, advertising, promotions (consumer, trade and professional) and analyze new business opportunities.
- Conducted market research for new product development.

Accomplishments: Increased sales and profits for mature brands. Implemented three new successful product launches and one line extension.

Senior Dental Sales Representative / Division Trainer

1989-1990

- Assisted Division Manager in new candidate selection, training new employees in all areas of product knowledge and selling skills, and supervising the dental school program.

Accomplishments: Ranked number one in exceeding sales quota and overall performance.

Dental Sales / Dental School Representative

1988-1990

- Sold a wide range of professional/consumer dental products to dentists, dental office staff and pharmacies throughout Maryland and Delaware.
- Implemented and taught educational programs that emphasized specialized areas of dentistry to dental schools.
- Promoted company products and served as a liaison to both professors and dental students.

Accomplishments: Consistently met or exceeded territory sales goals. One of four individuals selected from large national sales force to present educational programs to dental schools.

COACHING EXPERIENCE

Baseball/Softball: Director of Softball (2011) and softball coach for Manasquan Brielle Little League (2007-2011)

Ice Hockey: Assistant coach for Manasquan High School (2003-2004), NJ Jr. Titans Hockey Club – Head Coach (2003-2007)

Soccer and Basketball: Manasquan Recreation coach (2007-2012)

COMMUNITY SERVICE ACTIVITIES:

Deacon: First Presbyterian Church of Manasquan – organized blood drives, flower deliveries and Christmas caroling events

Men's Ministry: First Presbyterian Church of Manasquan - organized and led fund-raising and fellowship events

Autism Speaks: participated in fund raising events

Solve the Puzzle: participated in fund raising events

REFERENCES

Provided upon request