

# JUSTIN DALE MEADOR

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## EDUCATION

Southern Methodist University <i>Marketing</i>	Dallas, TX	2002-2003
Tarrant County College <i>Fine Arts</i>	Arlington, TX	2001-2002
Texas A&M University <i>Marketing</i>	Corpus Christi, TX	2000-2001

## EMPLOYMENT

Ashford University <i>Corporate Liaison/Business Development</i>	Dallas, TX	2011-2012
· Developed account strategies		
· Established relationships to aid in meeting the needs of potential customers or clients which includes dynamic and creative thinking of new ways to benefit the client		
· Produced accurate and timely forecasts and sales reports		
· Demonstrated a clear link between the needs of the client and Ashford University's capabilities		
· Relationship development both business to business as well as within our team		
· Created and managed profitable relationships with senior executives at client companies within multiple business lines		
· Aggressively built solid client base while driving revenue growth through retention and long standing relationships		
· Worked in many verticals of corporate outreach		
· Create and attend events to generate leads		
· Utilized resources both internal and external to achieve and exceed set goals		
· Client training and professional development within departmental needs to align Ashford educational track and value chain with the vision of their organization		
· Create activities and attend events to generate leads		
· Proven leadership and team-building skills, coupled with the ability to direct strong teams in managing customer relationships and providing training and mentoring to those with desires to succeed		
· Led many team calls ensuring an understanding of information while keeping the team motivated		
· Communicate with regional and national management to ensure quality service by creating new ideas on territories, marketing campaigns, and employee satisfaction		
· Maintained accurate information in ACT! database		

Anthem College <i>Assistant Director of Admissions/Acting DOA</i>	Irving, TX	2010-2011
· Responsible for various reports to ensure the Director of Admissions and Campus President are updated		
· Develop and implement motivational techniques to improve performance and boost morale		
· Conduct consistent trainings for the admissions team		
· Manage 16 Admissions Representatives		
· Plan, manage and execute enrollment events designed to achieve or exceed run rates		

Kaplan College	Dallas, TX	2009-2010
<i>Admissions Representative</i>		
<ul style="list-style-type: none"> <li>Interview prospective students via telephone and face-to-face meetings to determine motivation, effort and ability to qualify for diploma and degree programs</li> <li>Attend weekly accountability meetings to ensure new students are prepared to start</li> <li>Update and track leads using CampusVue effectively</li> <li>Won 6 consecutive Lone Star Awards for being the top producer in the region</li> </ul>		
Free for You Apartment Locators	Lantana, TX	2002-2007
<i>Owner/Relocation Specialist</i>		
<ul style="list-style-type: none"> <li>Generated business-to-business contacts and qualified leads</li> <li>Directed up to 18 licensed real estate agents</li> <li>Integrated new marketing ideas which lead to heightened sales and client placement</li> <li>Managed day-to-day office activities while keeping team on track to surpass established sales goals</li> </ul>		
Texas Apartment Locators	Arlington, TX	2001-2002
<i>Relocation Specialist/Licensed Real Estate Agent</i>		
<ul style="list-style-type: none"> <li>Marketing research and analysis ensured competitive edge with rivals</li> <li>Increased revenue by 17% over a three month span using efficient cost analysis techniques combined with proficient planning</li> <li>Implemented business development strategies which resulted in top quality leads</li> </ul>		
UCS	Crowley, TX	1997-2000
<i>Office Manager/Assistant Director of Marketing</i>		
<ul style="list-style-type: none"> <li>Supervised 11 subordinates</li> <li>Elevated profits by 35% over two year period with innovated public relations campaigns</li> <li>Presentation of bids to industry-leading corporations</li> </ul>		



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