

## 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
<ul style="list-style-type: none"><li>• Developed account strategies</li><li>• 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</li><li>• Produced accurate and timely forecasts and sales reports</li><li>• Demonstrated a clear link between the needs of the client and Ashford University's capabilities</li><li>• Relationship development both business to business as well as within our team</li><li>• Created and managed profitable relationships with senior executives at client companies within multiple business lines</li><li>• Aggressively built solid client base while driving revenue growth through retention and long standing relationships</li><li>• Worked in many verticals of corporate outreach</li><li>• Create and attend events to generate leads</li><li>• Utilized resources both internal and external to achieve and exceed set goals</li><li>• Client training and professional development within departmental needs to align Ashford educational track and value chain with the vision of their organization</li><li>• Create activities and attend events to generate leads</li><li>• 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</li><li>• Led many team calls ensuring an understanding of information while keeping the team motivated</li><li>• Communicate with regional and national management to ensure quality service by creating new ideas on territories, marketing campaigns, and employee satisfaction</li><li>• Maintained accurate information in ACT! database</li></ul>		

Anthem College <i>Assistant Director of Admissions/Acting DOA</i>	Irving, TX	2010-2011
<ul style="list-style-type: none"><li>• Responsible for various reports to ensure the Director of Admissions and Campus President are updated</li><li>• Develop and implement motivational techniques to improve performance and boost morale</li><li>• Conduct consistent trainings for the admissions team</li><li>• Manage 16 Admissions Representatives</li><li>• Plan, manage and execute enrollment events designed to achieve or exceed run rates</li></ul>		

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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## JUSTIN MEADOR

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### Basic Food Handler's Course



ANSI ACCREDITED PROGRAM  
CERTIFICATE NUMBER

**CALIFORNIA Version**

**Certificate ID:** 2014-1226581 **Issued:** 7/7/2014 **Expires:** 7/7/2015

**Official Issuer:**