

Richard D. Clark
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Objective

To help businesses advance in driving new revenue streams and to create new efficiencies that will allow for growth and opportunity to employ my vast knowledge and experienced, while contributing to the organization goals and bottom line.

PROFESSIONAL EXPERIENCE

2001 to Present Clark Consulting

American Canyon, CA

- Strategically manage & provide consultative leadership to religious organizations and Local Businesses
- Manage Leadership Workshops
- Provide Desktop Publishing Design and video production

2017 to Present Sacramento Theological Seminary & Bible College

Sacramento, CA

- Vice President of Business Affairs
- Professor

2015 to Present Temple Theological Institution & Bible College

Fairfield, CA

- President & Founder

2011 to 2017 Bible Base School of Theology

Stockton & Fresno, CA

- Professor, Campus College Seminary

1999 to 2001 Hewlett-Packard

Mountain View, CA

HP's Executive Business Consultant, Executive Business Solution

- Strategically managed corporate accounts & developed new business opportunities
- Collaborated with business executives & team, to help maintain their competitive edge
- HP Consultant for New Businesses, start-ups and .com companies
- Created and designed customized presentations to educate executives and their staff
- Responsible to executives for business assessments and generating new revenue streams
- Generate business opportunities for HP by managing alliances with partners
- Created and designed, training portfolio for HPC Business Consultants

1997 to 1999 Hewlett-Packard

Cupertino, CA

Executive Briefing Manager, Executive Briefing Program

- Responsible for State & Local Government, Education, Transportation, & Retail Businesses worldwide
- Provided a world class customer experience that created customer loyalty
- Trained the executive briefing team on net-meeting and PowerPoint show presentations
- Delivered customized presentations on e-services, HP Company Overview, HP/Agilent Company Split
- Worked with internal HP divisions and external consultants to deliver briefings
- Designed, customized slides and multimedia for worldwide executive presentations
- Partnered with HP worldwide sales forces to help close sales and build alliances
- Worked closely with HP Executives to assure that business needs were met

1995 to 1997 Hewlett-Packard Call Center

Cupertino, CA

Systems Engineer, Computer Organization

- Provided pre & post sell technical support for HP worldwide sales team
- Delivered presentations to worldwide customers on HP products
- Technical expert on HP products
- Developed technical training for HP employees

1994 to 1995 Hewlett-Packard Call Center
Senior Sales Consultant, Computer Organization

Cupertino, CA

- Aggressive seller for HP X-Terminals
- Managed HP business accounts
- Responsible for generating 2.5 million in sales
- Worked with internal and external customers

1991 to 1994 Hewlett-Packard Call Center
Senior Sales Consultant, Test & Measurement Organization

Cupertino, CA

- Assistant Manager of Test and Measurement Team
- Expert on HP T &M Products for consultative selling
- Responsible for training and mentoring new hires
- Ranked number 1 on the team
- Responsible for generating millions of dollars of on-going business for HP
- Provided pre & post sell technical support for internal and external customers

1989 to 1991 Hewlett-Packard Call Center
Sales Support Consultant, DMK/USFO, Organizations

Santa Clara, CA

- Account Management
- Provide pre-sales technical support for all T &M Products
- Qualify leads, and collected customer profiling information
- Member of the Sales process improvement team
- Responsible for selling HP supplies & accessories via a Direct 800 line.

1973 to 1989 Hewlett-Packard
Sheet-metal Journeyman, Stanford Park Division

Palo Alto, CA

- Fabricated & designed different products from blueprints
- Quality Assurance Engineer & Inspector for subcontracted products
- Trained sheet-metal apprentices in fundamentals of operations
- Department Leader

EDUCATION

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|---------------------------------|---|
| •Doctorate of Theology | Sacramento Theological Seminary & Bible College, SAC., CA |
| •Masters of Christian Education | Sacramento Theological Seminary & Bible College, SAC., CA |
| •Bachelor of Theology | Sacramento Theological Seminary & Bible College, SAC., CA |
| •Associate of Biblical Studies | Sacramento Theological Seminary & Bible College, SAC., CA |
| •Managers Program certificate | De Anza College, Cupertino, CA |
| •Technical Training certificate | Amada School of Technology, Santa Clara, CA |
| •Sheet-Metal Journeyman | Certificate, Palo Alto, CA |
| •Ordained & License | Minister (Baptist & Church of God in Christ), CA |

HEWLETT-PACKARD CORPORATE TRAINING

- Proficient in Microsoft, Word, PowerPoint, Excel, Publisher etc.
- Effective Briefing Presentation, Mandel Communications Workshop, Santa Clara, CA
- Effective Communicating, Decker's Communications Inc., Santa Clara, CA
- Essential Facilitation, Interaction Associates, S.F.,CA

