HARRY KING

200 Huntington Abenus: • Buffain, New York: 14214-1452; • 716-632-3475; • Biory a Biory KingSpeaks com-

PROFESSIONAL SUMMARY

Training, Management, and Instructional Designer scale trutilise corporate and intropreneurid learn lodge in an organizational development role.

Industry Experience

Call Center • Not for Profit • E-Comperce • B2B, B2C & Rotal Sales • Entertainment & Recountion • Advertising • Communer & Retail • Mortgage Banking • Manufacturing Selected Matte

Professional Speaker & Trainer + Instructional Design & Development + Change Implementation + Sales Management + Organizational Management - Strategic Planning + Corporate Vision & Management

PROFESSIONAL EXPERIENCE

US Department of Education / Aberica.

Jan 2015 - Jane 2006

Compared Project & Sestractional Perign - Nationals

Contractor specializing in training cell center stuff on student lean default, tehabilitation, fregiveness, and collection practices, precedures 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 Dollid requirements, using a mix of training media including instructor-led, WHT, CST and blended learning programs.
- Designed, developed, and presented training programs. Evaluated programming and initiated improvements where necessary for primary orboarding and initial training and Quality Assurance programs for all call center staff.
- Undered main training manuals and presentations for initial lean collection procedures.
- US Department of Education accurity eleasures.

Benjamin, Andrews & King

SHOPS A Properties.

Corporate Freiner & Instructional Pavign - Naturewide

National contract training and seminar company values effect list includes Monster.com, Thomas Net.com, Dell. US Army & Navy, University of Phoenis, Bank of America, ITT Technical Institute, BNI, McAfee Security Software, Affac, and many others.

Examples of deliverables for various prestigator electric

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

Thompson, WestLaw / Fladflaw, com-

2004 - 2005

Basismer Merketing Cosmulture (Scien) - Beffalo Rochester, New York

Doubled the member of clients and sales volume in the region.

<u>Selected Chapters From Harry C Sauvains Investment</u> <u>Management</u>

Liying Dong

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Security Analysis and Portfolio Management Sudhindra Bhat, 2009 The text aims to build understanding of the investment environment to recognise investment opportunities and to identify and manage an investment portfolio This book captures the developments in capital market and investment in securities and also provides a simple way to understand the complex world of investment Wherever possible reference to Indian companies regulatory guidelines and professional practice has been included This book covers the requirement for discussion to help practitioners like portfolio managers investment advisors equity researchers financial advisors professional investors first time investors interested in managing investments in a rational manner lay investors to reason out investment issues for themselves and thus be better prepared when making real world investment decisions The book is structured in such a way that it can be used in both semester as well as trimester patterns of various MBA PGDM PGP PG Courses of all major universities Concepts are explained with a large number of illustrations and diagrams for clear understanding of the subject matter Investing Tip profiles sound investing tips and considerations They often present alternative investment options Industry Experience highlights real world investing situations experiences and decisions Provides a detailed coverage of security analysis by integrating theory with professional practices The strong point of the book is guidelines for investment decision and Investment story which have been included for class discussion EDP s FDP s and investment Consultation **Investment Management** Harry Charles **Introduction to Investment Management** C. Ronald Sprecher, 1975 The C.F.A. Digest ,1973 Sauvain, 1953

Business Information Sources Lorna M. Daniells,1976-01-01 Annotated bibliography and guide to sources of information on business and management includes material reating to accounting taxation computers and management information systems insurance real estate business marketing personnel management labour relations etc Personal Financial Management David A. West,Glenn L. Wood,1972 Personal Financial Management Vincent P. Apilado,Thomas B. Morehart,1980 Introduction to Investments John C. Clendenin,1960 Business Information Sources ,1948

C.F.A. Study Guide Institute of Chartered Financial Analysts, 1974 The Effect of Divestiture Motives on Shareholder Risk and Return Frank Thomas Magiera, 1978 Indiana Alumni Magazine ,1953 **Personal Finance** Elmo Bryant Phillips, Sylvia Lane, 1963 Trusts and Estates, 1954 Includes proceedings and reports of conferences of various financial organizations **Determinants of Investment Portfolio Policy**, 1981 The Journal of Finance ,1955 Publishes across all the major fields of financial research The most widely cited academic journal on finance and one of the most widely cited journals in economics as well Introduction to Investments George A. Christy, John C. Clendenin, 1973 The Stock Markets Gilbert William Cooke, 1969 **Business and Technology Sources** ,1958 Canadian Business, 1959

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