

HARRY KING

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PROFESSIONAL SUMMARY

Training, Management, and Instructional Designeer with experience corporate and entrepreneurial knowledge in an organizational development role.

Industry Experience

Call Center • Retail Profit • E-Commerce • B2B, B2C & Retail Sales • Entertainment & Recreation • Advertising • Consumer & Retail • Mortgage Banking • Manufacturing
Services Area

Professional Speaker & Trainer • Instructional Design & Development • Change Implementation • Sales Management • Organizational Management • Strategic Planning • Corporate Vision & Mission Alignment

PROFESSIONAL EXPERIENCE

US Department of Education / America — Nationwide June 2003 – June 2006
Corporate Trainer & Instructional Design

Conducted specialized training to training call center staff on student loan default, rehabilitation, forgiveness, and collection processes, policies 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 client requirements, using a mix of training media including Instructor-Led, WBT, CBT and Blended learning programs.
- Designed, developed, and presented training programs. Evaluated programming and initiated improvements where necessary for primary callcenter and initial training and Quality Assurance programs for all call center staff.
- Updated sales training materials and presentations for initial loan collection procedures.
- US Department of Education security clearance.

The Injunction, Academic vs. King 2005 – Present
Corporate Trainer & Instructional Design — Nationwide
National account training and seminar company whose client list includes McDonald's, ThomasNet.com, Dell, US Army & Navy, University of Phoenix, Bank of America, TIAA Technical Institute, IBM, McAfee Security Software, AT&T and many others.

Examples of deliverables for various prestigious clients:

- Designed a series of multi-level training programs to address entry level to senior positions. Charged employee turnover level from 8.2% to 8.7%, the most effective program in New York State.
- Developed over 200 training programs throughout the country to audiences of 100 to 2500 then exceeded goals set for top clients.
- Generated and implemented a training program to establish a sales presentation and resource program for an outside sales company. The program was adopted nationwide and proved sales tripled.
- Created a program for a recruitment business, creating the first profitable summer programs in the company's 25 year history.
- Built three business networking chapters for national organizations in less than half the expected time frame. Developed a customized presentation that resulted in regional record for submitted applications.
- Charged manufacturing client's sales base from a regional customer base to a national or international clientele. Resulted in a 3 to 1 return on investment, and a new strategic focus for the future.

The Injunction-Wireless / Small Business 2004 – 2005
Business Marketing Consultant (Sales) — Buffalo, New York

- Doubled the number of clients and sales volume in the region.

Selected Chapters From Harry C Sauvains Investment Management

Michael Brown

Selected Chapters From Harry C Sauvains Investment Management:

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 Sauvain,1953

Personal Financial Management Vincent P. Apilado,Thomas B. Morehart,1980 The C.F.A. Digest ,1973

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