

DREW DEAN

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SUMMARY OF QUALIFICATIONS

Business Manager and Military Leader offering over 5 years of experience managing military projects and driving civilian results. Possesses broad based knowledge and practical application of project management, database, and sales systems. Experienced organizational leader currently serving in the **Washington Army National Guard**; subject matter expert in inventory control, high value (\$10M) equipment, and multiple project management assignments in the U.S. and overseas.

PROFESSIONAL EXPERIENCE

Facilities Project Manager - State of Tennessee – Nashville, TN **July 2015 – August 2016**

Managed 88 military maintenance and construction facilities for the Department of Military and Corps of Engineers.

- Oversaw multiple technical, software, and physical projects across all platforms of development and drove vital decisions.
- Developed budgetary strategy through account planning, cost assessment prospecting, 360-degree customer feedback.
- Implemented Lean Process Guide for Project Management Procedures and reduced average project turnaround by 50%.

Sales Account Representative - Service Source Inc. – Nashville, TN **July 2013 – July 2015**

Represented over 200 Motorola high growth SaaS accounts targeting new technology businesses in Southern North America.

- Managed multiple B2B relationships between organizations, educated consumers on product benefits, and became qualified expert in leveraging each stage the sales cycle.
- Evaluated business through CRM products and Microsoft Office, consistently exceeded sales quota by 10 %, and ensured success through collaborative customer relationship management.

Customer Service Consultant - FedEx Office – Nashville, TN **March 2011 – July 2013**

Managed retail area with 5 copiers, executed customer production orders, and processed packages for shipment.

- Prioritized at least 5 meaningful customer interactions daily, utilizing consultative approach and improved customer satisfaction on retail service by 20 % over a 1-year period.

MILITARY EXPERIENCE

Engineer Officer - 1st Lieutenant - Army National Guard / Corps of Engineers **May 2012 - Present**

Currently serving as a Training and Operations Officer; responsibilities include the coordination of 5 companies, planning wide-scale combat/civil support missions, and accountability of over \$10 million in combined military equipment.

- Managed multiple high value construction projects (airfields, roads) during a 3-week tour in USAG Hohenfels, Germany and coordinated communication between German Army and U.S Corps of Engineers for staffing, materials, and support.
- Project manager for \$5 million civil support project in Carroll County TN; defined scope and evaluated progress in coordination with civilian, federal, and state authorities, provided consistent interpersonal, fiscal, and strategic leadership.

EDUCATION

PMP Candidate - PMI Puget Sound - Seattle, WA	2016
MBA - Organizational Leadership - Belmont University, Nashville, TN	2015
BS - Engineering Technology - Belmont University, Nashville, TN	2009
BA - History - University of Mississippi, Oxford, MS	2007