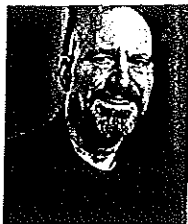


PERSONAL INFORMATION

Dan Ebel



.....OMISSIS.....

Date of birth: 08/03/1961 Nationality: American

WORK EXPERIENCE

- Nov. 2018 - Present English Teacher – Live in English!
Comprehensive School E. Mattei - Matelica, IT
- 30-hour course to advance English learning for ages 11-12-year-old children
- Nov. 2018 - Present Classroom Tutor – Chemistry
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
- Assist students and instructor in learning English
- 2011–2017 Regional Sales Manager
Johnson Controls/TYCO, Cleveland, Ohio; St Louis, Missouri (United States)
- Led, trained and coached a highly effective team of sales reps, including hiring, one-on-one coaching, sales performance management, field rides, and developing strategies in securing business in a multi-state region. Interaction with healthcare, education, manufacturing industries
 - Classroom teaching and training.
- Five consecutive years 100% Club; FY14 & FY13 Divisional Top Sales Manager (Pinnacle Award)**
- 2008–2010 Director, Sales and Operations
Cintas, Cincinnati, Ohio (United States)
- Ran a multimillion-dollar mobile footwear distribution business, 50+ dealers.
- 2006–2008 Director of Marketing
Cintas, Cincinnati, Ohio (United States)
- Created sales initiatives and marketing programs generating \$13.5MM annualized revenue.
 - Closely aligned with VP sales & managers; updated CEO, president and senior leadership on strategic marketing plans.
 - Implemented concepts for \$1.7B customer base; hand selected by senior leadership to participate in 12-member task force to explore methods to increase uniform wearer participation.
- 1999–2006 Senior Marketing Manager
Cintas, Cincinnati, Ohio (United States)
- Led corporate-wide marketing initiatives; conceived plans for emerging vertical markets in food manufacturing, food service and established critical strategic alliances and endorsements.
 - Created unique competitive advantages, wrote internal sales manuals; conducted classroom training for 600-member sales force.
 - Authored 90-page document proposing organizational modifications to improve customer retention and increase market share.

- 1995–1999 Sales Manager
Cintas, St Louis, Missouri (United States)
- Trained, coached, and recruited for start-up operation.
 - Implemented extensive training programs for improving basic sales skills, competitive intelligence, contract negotiations, and customer retention and improved sales productivity 20%.
- 1988–1995 Service Manager
Cintas, Tulsa, Oklahoma (United States)
- Seventeen direct reports. Conducted classroom training to improve negotiation skills, customer relationships, service, and contract management.
 - Full P&L management responsibility, \$5MM annual sales; promoted high customer satisfaction resulting in a 96% retention rate.
 - Led \$1.5MM local acquisition. Successfully integrated customers and negotiated new service contracts through team.

EDUCATION AND TRAINING

- 1981–1986 B.A, Marketing/Finance (double major) EQF level 4
University of Cincinnati, Cincinnati, Ohio (United States)
GPA 3.7/4.0 (Magna cum laude). Degree also in computer languages.

PERSONAL SKILLS

Mother tongue(s) English

Foreign language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Italian	A1	A2	A1	A1	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

- Organisational / managerial skills
- Passion for teaching, training, marketing, coaching & recruitment.
 - A strategic thinker with high energy and strong visionary leadership.
 - Performance-driven, innovative and adept at developing complex strategies and executing effective results.

- Job-related skills
- Sales Leadership and Marketing
 - Building Top Performing Teams
 - Teaching and Writing

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Independent user	Proficient user

Digital skills - Self-assessment grid

Social Media Certificate

Proficient in Word, Excel, SFDC and multiple computer languages.

