**Michael Tad Wootan**

**22519 N. Mulligan Drive, Maricopa, AZ 85138**

**503-707-0482**

michaeltadwootan@gmail.com

**Professional Experience**

**American Barcode & RFID, Phoenix, AZ February 2020 – July 2020**

Business Development Representative

* Follow up with sales leads and quotes to facilitate and influence decision makers towards a buying decision of AB&R products and services.
* Investigative questioning to understand the prospects challenges, then present the AB&R product or service that provides the best solution.
* Acquire new business leads by conducting research on companies in specific verticals whose equipment and supply needs align with AB& R product offerings.
* Serve existing customers by processing sales orders, constructing quotes and resolving customer issues.
* Proactively identify sales opportunities, communicate effectively and develop a business relationship with key stakeholders to initiate a purchase process that leads to revenue generation.

**Valor Christian School International, Beaverton, OR 2016-2019**

Extended Care Program Manager/Facilities

* Developed/implemented policies and procedures for new program start-up.
* Trained and directed staff to accomplish program objectives.
* Determined financial charges and created invoicing process to facilitate the collection of program fees.
* Managed program operation to ensure profitability.
* Assisted with event set-up, maintenance and custodial.

**Life Christian School, Aloha, OR 2015-2016**

After School Program Manager

* Assisted students with homework assignments.
* Provided structure and direction for students and After School Program staff.
* Addressed any child behavioral issues with parent.
* Maintained program usage, payment processing and invoicing.

**Kelly Services, Inc., Portland, OR 2012 to 2013**

Quality Assurance Technician

* Calibration of various scientific instruments.
* Preoperational line inspections to assure safe and clean production of product.
* Determine best course of action when issues of product quality arise.

**JR Furniture, Hillsboro, OR 2007 to 2012**

Store Manager

* Consistently one of the company’s top sellers of home furnishings in the state of Oregon.
* Maintained warehouse inventory, showroom furniture planning, pricing, and resolved customer service/product issues for store.
* Supervised and trained sales personnel and oversaw all sales transactions to ensure store profitability.

**Showcase Furniture Gallery Hillsboro, OR 2003 to 2007**

Sales Associate

* Consistently one of the top sellers of home furnishings in the company.
* Maintained warehouse inventory, showroom furniture pricing, vendor price guides and product data sheets.

**Intel Corporation, Hillsboro, OR 2000 to 2002**

Marketing Programs Coordinator

* Directed the production of marketing collateral and technical papers for Intel architecture software enabling programs and Intel Developer Services.
* Managed the Intel Platform and Technology Enabling collateral program by defining content strategies and chairing a content review board.
* Member of Channel Marketing Team responsible for development of marketing programs targeting software development tools vendors.
* Created and presented high touch marketing programs to Intel Product Marketing Engineering, Technical Marketing Engineering and Strategic Relationship Manager groups.
* Managed Intel’s marketing presence and developed market messaging at vertically targeted industry trade shows.
* Project lead for the development of the Intel Developers Solutions Catalog

**Advanced Corporate Solutions, Jefferson, OR 1999 to 2000**

Marketing Manager

* Developed all marketing communications and advertising campaigns for LAN, WAN, Telephony and Systems Integration Services.
* Developed and implemented marketing plan to maximize business development.
* Managed the OEM relationships and developed co-marketing materials and proposals.
* Conducted marketing research to define new markets for existing services.

**Lund Performance Solutions, Albany, OR 1996 to 1999**

Marketing Coordinator

* Developed all marketing communication, public relations, and advertising campaigns for software products, technical education and consulting services
* Managed company presence and participation in industry tradeshows
* Developed annual budget and marketing plan for each software products and services
* Conducted marketing research measuring software development objectives and marketing program effectiveness
* Developed and managed new business development, lead generation and marketing programs.

**Education**

B.S. Business Administration

Oregon State University, Corvallis, OR

Concentration of Study: Marketing Management

GPA: 3.4 on 4.0 grade scale