

LYNNE ZUCKERMAN

PERSONAL DETAILS

BIRTH: New York, New York
MARITAL STATUS: Single
CITIZENSHIP: U.S.A.
MOTHER TONGUE: English



CONTACT INFORMATION

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PROFESSIONAL PROFILE

I have spent my professional career working in the dental field for major U.S. pharmaceutical companies and as a dental hygienist in private practice. For the past few years I have also been a licensed counselor for The Center for Spiritual Living in San Jose, California. I have always used my skills as a strong communicator, presenter and motivator to educate, build relationships and support people in their lives. My career required me to walk into new environments and quickly assess what the issues were and what was required to resolve them respectfully. Additionally, as a mother of two boys and as someone who is very involved in her community, I have been extremely effective in bringing balance and purpose to my life.

Living in the San Francisco Bay Area, one of the most culturally diverse regions in the world, has given me a love for experiencing new cultures. I am now at a point where I am ready for a new challenge and excited about using my experiences, creativity and joy of life to teach ESL in a new culture. I am confident that I can be of great value to my students.

EDUCATION

100 Hour TESL/TESOL Certification

LCC UC Berkeley, California

Bachelor of Arts in Management

Saint Mary's College, California

Associate Degree in Dental Hygiene

University of Bridgeport, Connecticut

Personal Development Curriculum

Landmark Education

Licensed Counselor

Center for Spiritual Living

High School Diploma

Walton H.S. Bronx, New York

RELEVANT WORK EXPERIENCE

Senior Healthcare Consultant | GlaxoSmithKline

In this position I consistently achieved the goals for my territory and provided training on the company's products to hundreds of offices. I conducted classes at colleges and professional meetings on the science behind my products. Organization, goal setting and being aware of my clients' needs are just a few of my skills that were polished while working independently in my territory. I can easily accept responsibility for the daily decisions one needs to make to enforce the company's policies and be successful.

Senior Territory Manager | Colgate Oral Pharmaceuticals, Colgate Palmolive

In my highly successful career at Colgate, I earned a national award for developing a first-ever, scientific educational program for dentists and their staff. I have trained in excess of 100 offices in this state-approved continuing education program. I was also responsible for training the entire sales team to deliver this seminar to offices in their territories.

During my 15-year history with Colgate, I consistently exceeded my performance quotas and earned many sales awards including the “President’s Award,” as well as being ranked in the top 5% of the company’s sales staff. I was also promoted to infield trainer, which consisted of helping and supporting new sales representatives in being effective in their positions.

Other Relevant Experience

In addition to my professional career, I have always looked for opportunities to support adults and especially children in learning and having a better life. Some of those experiences include having helped my son and a sales representative overcome their learning disability challenges, working as a licensed spiritual counselor at The Center for Spiritual Living, volunteering at a shelter for abused women and children and working with at-risk young mothers. I love helping young people grow and blossom as individuals.

RELEVANT ACQUIRED SKILLS

Leadership, Management and Organizational Skills: As a self-starter with lots of initiative, I have always been results oriented. My success has come from getting to know my clients and customizing my approach to their specific needs. I feel this will translate well to teaching ESL. Specific attributes that come into play here are my ability to set goals, manage my time and motivate others.

Communication and Human Relations Skills: My joy with any position I’ve held is always about building long-term relationships. I get a great deal of satisfaction in finding the key that unlocks one’s feelings about him or herself whether it be about helping someone feel better about themselves or acquiring new knowledge. It has been very rewarding to be sought out as a teacher, trainer and presenter in my field and other areas of my life. This will translate well to teaching ESL.

Research and Planning: My career has always required me to stay current, adapt to new resources and apply planning to a very complicated schedule. I bring those skills to my role as an ESL teacher. I will stay current on teaching tools and technology to keep my students motivated.

Personal Qualities: My ability to be flexible, solve problems creatively, be a strong team player and bring patience and a sense of humor will enhance my ability to be an effective ESL teacher.

PROFESSIONAL REFERENCES

Sherry Heaney | Program Dir. | Western Career College | sheaney@carrington.edu | 001.408.960.0183

Katherine Setness | Owner | Setness Tours | katherine@setness.com | 001.209.476.8486

Brian Yoshioka | Manager | GlaxoSmithKline | brian.j.yoshioka@gsk.com | 001.951.970.7030

PERSONAL REFERENCES

Carolyn Costa | Dental Hygienist | carolyncoreal.estate@hotmail.com | 001.541.317.1533

Bradley Zuckerman | Project Manager | bd.zuckerman@gmail.com | 001.415.939.3153

Donna Wolkstein | Office Manager | phil3don@pacbell.net | 001.408.268.5479