

David Green

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Work Experience

Full Time Professor Liverpool Campus/ Adjunct Online-campus

9/2009- Present, Bryant and Stratton College, Liverpool, New York

- I am a full time professor teaching information technology courses on campus and an adjunct teaching with our online campus. I create unique learning environments for my students to allow them to experiment with theory and practice. I develop course syllabi for my classes, challenging my students and develop tools for lifetime learning. My areas of expertise range from introductory MIS courses to high level network design and forensic security classes. In addition, I have recently begun work as a Subject Matter Expert developing curriculum for the Networking and Security programs. The student population in my classes is a traditionally underperforming population, struggling in traditional classroom environments. The students may be middle-aged adults pursuing a college education for the first time, usually under the pressure of retraining due to a loss of employment. The balance of my students are young adults who may have struggled under traditional learning environments in their recent High School experience. Teaching the population requires a uniquely developed skill set to successfully educate and guide the population to a successful college experience and degree.

Adjunct Professor

3/2008 – 9/2016 - ITT Technical Institute, Liverpool, New York

- I was an adjunct information technologies and data communications professor in the IT department. I taught courses in the field of network configuration and troubleshooting as well as general education based courses such as problem solving, strategies, composition and group dynamics. I taught up to five courses per quarter, ranging from introductory level operating systems and network implementation and protocols (LAN) courses, to advanced level CCNA routing and switching (WAN) courses. I have expertise in the education of adult learners and underrepresented student populations. Additionally, I was relied upon heavily to utilize my background in both Information Technology and English to frequently teach in two different departments.

Licensed Real Estate Sales Associate

2/2007 – 10/2009 - Syracuse Homes, Fayetteville, New York

- I was a 1099 independent contractor licensed in the state of New York for the express purpose of transacting real estate. I completed all of the necessary course work and passed all necessary testing. After completing and passing all requirements with the state of New York, I chose to affiliate my license with a brokerage. I represented clients in the buying and selling of residential real estate and I was responsible for adhering and complying with all New York state and federal laws governing real estate transactions.

Supply Chain Manager

6/2005 - 3/2007 - Raymour and Flanigan, Liverpool, New York

- I was responsible for managing the import department in support of inventory receipts for the domestic distribution center operation. Including, management of the purchasing functions for all warehouse products in support of the warehouse distribution center. I maintained a balanced optimum supply of inventory based on standards of gross profit return and customer retention strategy as well as an adequate supply with acceptable surplus levels. I monitored delivery and maintain the information flow within the company.

Regional Director

6/2003 - 6/2005 - Echostar Communications, Syracuse, New York

- I was responsible for directing the operations, marketing and sales for 20 stores in the Northeast Region. This region includes: upstate New York, Pennsylvania, Maine, Vermont, New Hampshire, Massachusetts, Connecticut and West Virginia. I was responsible for the long term strategic planning for the regional stores and developing the marketing and operational processes for new/existing products. I implemented new service launches within the region and forecasted increases in sales activity associated with the roll out of these new services. I coordinated resources necessary to meet increases in sales and maintain customer service standards. I opened new stores and oversaw the development of those facilities. I was responsible for leading a workforce of 650 employees with 11 direct reports. I developed the budgetary planning and the P&L for the region. I effectively handled escalated customer service and operational issues within the region and I ensured key metrics of performance were met by all stores. I recruited, hired and developed management employees who were responsible for individual store performance. I served as a liaison to executive management and reported to the Vice President of Operations.

General Manager

12/2001 - 6/2003 Echostar Communications, Syracuse, New York

- I was responsible for all DISH Network Service Corporation's field operations in the Upstate New York and Northern Pennsylvania region. I was responsible for all administration, operations and installation activities of three offices, including: profitability, customer service/satisfaction, recruiting, training, internal and external growth, maximization of asset utilization, and achieving overall company goals. I directed P&L responsibilities for these three offices and was responsible for achieving regional installation goals and I participated in development of fiscal budgets for the three offices. I managed and developed new business opportunities and strategies. I provided daily leadership to employees within the department. I was responsible for promoting installation services directly to retailers and consumers.

Education

9/1992 - 8/1995 Syracuse University, Syracuse, New York

- Master's Degree
- Telecommunications and Network Management

5/1990 Le Moyne College, Syracuse, New York

- Bachelor's Degree
- Bachelor of Arts degree in English. Minor: Educational certification and philosophy.

Certifications and Awards

2017

- Comp TIA Security + Certification

2016

- Comp TIA Network + Certification

2013

- Peoples Choice award Bryant and Stratton College

2008

- New York State initial professional certification in secondary education

- English language Arts 7-12

2008

- Adjunct Instructor of the Year – ITT Technology Institute

1990

- Outstanding Student Teacher of the Year – Le Moyne College

Affiliations

3/2008 - Present - CNY American Society for Training and Development

- member

6/2008 - Present - International Engineering Consortium

- member