

PERSONAL INFORMATION

Dan Ebel



WORK EXPERIENCE

- | | |
|-----------------------|--|
| April 2023 | English Teacher – “Formal Debates”
Liceo Classico Staltale Francesco Stelluti, Fabriano, It
16 hours formal debate training and learning for ages 14-15 |
| Jan. 2023 – Apr 2023 | English Teacher – “Lettorato”
Liceo Scientifico Vito Volterra, Fabriano, IT
Two classes, 20 hours advanced English learning |
| Jan 2023 – Mar 2023 | English Teacher – “PET/FCE”
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
Three classes, 40 hours total for ages 15-19 |
| Jan 2022 – May 2022 | English Teacher – “Lettorato”
Liceo Scientifico Vito Volterra, Fabriano, IT
Five classes, 55 hours total; advanced English learning for ages 15-18 |
| Mar 2022 – May 2022 | English Teacher – PET Preparation
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
Two classes, 28 hours for ages 15-19 |
| Dec 2021 – May 2022 | English Teacher – “Lettorato”
Aldo Moro, Fabriano, IT
Four classes, 80 hours total; advanced English learning for ages 11-12 |
| Nov 2020 – Apr. 2021 | English Teacher – PET/FCE/CAE Preparation
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
46 hours total for ages 15-19 |
| Jan. 2020 – Mar..2020 | English Teacher – PET Preparation
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
Six classes, 36 hours for ages 15-19 |
| Jan. 2020 – Mar. 2020 | English Teacher – “Lettorato”
Liceo Scientifico Vito Volterra, Fabriano, IT
Ten classes, 39 hours total; (assignment cut short due to COVID) |
| Jan. 2020 – Mar 2020 | English Teacher – “Lettorato”
Istituto Comprensive F.I. Romagnoli – Fabriano
15 hours total for ages 11-14 (assignment cut short due to COVID) |

Sept 2020 – Nov 2020	English Teacher – “Lettorato” Liceo Schientifico Vito Volterra, Fabriano, IT Ten classes, 56 hours total; advanced English learning for ages 15-18
Jun. 2019 – Jun. 2019	English Teacher – “Summer Camp” Scuola Primaria Tommaso Lippera, Cerreto d'Esi, IT 60-hour course (4 hours/day); advanced English learning for ages 6-8
Jan. 2019 – May 2019	English Teacher – “Lettorato” Liceo Scientifico Vito Volterra, Fabriano, IT Eight classes, 80 hours total; advanced English learning for ages 15-18
Feb. 2019 – Jun. 2019	English Teacher – “Romeo and Juliet” Comprehensive School Cerreto d'Esi, IT 30-hour course (2 hour/week); advanced English learning and drama skills for ages 8-14
Feb. 2019 – May 2019	English Teacher – “Cerreto's Got Talent” Scuola Primaria Tommaso Lippera, Cerreto d'Esi, IT 30-hour course (2 hours/week); advanced English learning for ages 9-10
Feb. 2019 – Mar. 2019	English Teacher – PET Preparation Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies 20 hours total for ages 15-16
Jan. 2019 – Apr 2019	English Teacher – “Lettorato” Istituto Comprehensive F.I. Romagnoli – Fabriano Twelve classes, 120-hours total for ages 11-14
Dec. 2018 – May 2019	English Teacher – “Let's Play and Learn Together” Istituto Comprehensive F.I. Romagnoli – Fabriano (AN), IT 30-hour course (1.5 hours/week); advanced English learning for ages 11-12
Nov. 2018 – Dec. 2018	English Teacher – “Live in English!” Comprehensive School E. Mattei - Matelica, IT 30-hour course (2.5 hours/2x weekly); advanced English learning for ages 11-12
Nov. 2018 – May 2019	Classroom Tutor – Chemistry/Mathematics Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies 2018-19 school year; Improved students' English grammar and pronunciation
2011–2017	Regional Sales Manager Johnson Controls/TYCO, Cleveland, Ohio; St Louis, Missouri (United States) <ul style="list-style-type: none"> ▪ 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	Bachelor of Business Administration University of Cincinnati, Cincinnati, Ohio (United States) GPA 3.7/4.0 (Magna cum laude). Marketing/Finance (double major)	EQF level 4
1981–1984	Associate of Arts University of Cincinnati, Cincinnati, Ohio (United States) GPA 3.7/4.0 (Magna cum laude). Degree in computer languages and programming	
1986	English Interpersonal Communication University of Cincinnati, Ohio (United States) 30-hour business course learning proper speaking techniques.	
1990	English Interviewing Skills - Meticulous Hiring Cintas University, Cincinnati, Ohio (United States) 32-hour business course learning proper interviewing and hiring techniques.	
1991	Dale Carnegie English Human Resources People Course Dale Carnegie Course – Tulsa, Oklahoma (United States) 42-hour course advancing and enhancing oral communication skills	
1997	English Teaching/Coaching/Training Course Cintas University, Cincinnati, Ohio (United States) 32-hour business course learning proper coaching and teaching techniques.	
2011	Social Media Computer Skills Cincinnati Technical College, Cincinnati, Ohio (United States) 24-hour course learning social marketing and how to digitally promote oneself	
2014	Sales Com Dot Com Computer Training TYCO University, Dallas, Texas (United States) 24-hour course, computer training for teaching territory management computer skills	

PERSONAL SKILLS

Mother tongue(s) English

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
Italian	A1	A2	A1	A1	A1
German	A1	A1	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 and coaching.
- A strategic thinker with high energy and strong visionary leadership.
- An impactful communication style and impeccable organizational skills.
- An energetic, creative, fun and thoughtful approach to learning.

Job-related skills

- Teaching, Coaching and Writing
- Sales Leadership and Marketing
- Building Top Performing Teams

Digital skills

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

Social Media Certificate

- Proficient in Word, Excel, PowerPoint, Outlook, SFDC and multiple computer languages.