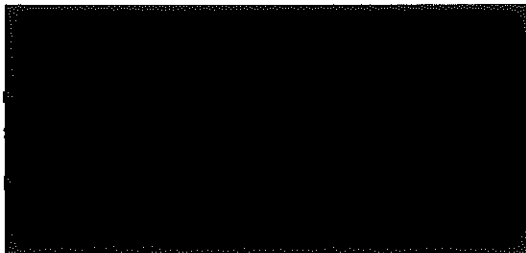
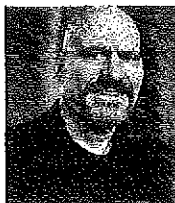


## PERSONAL INFORMATION

Dan Ebel



## WORK EXPERIENCE

- |                       |  |
|-----------------------|--|
| Dec. 2021 – May 2022  | <p>English Teacher – “Lettorato”<br/>Aldo Moro, Fabriano, IT</p> <ul style="list-style-type: none"> <li>▪ Four classes, 80 hours total; advanced English learning for ages 11-12</li> </ul>                            |
| Jan. 2022 – May 2022  | <p>English Teacher – “Lettorato”<br/>Liceo Scientifico Vito Volterra, Fabriano, IT</p> <ul style="list-style-type: none"> <li>▪ Five classes, 55 hours total; advanced English learning for ages 15-18</li> </ul>      |
| Mar. 2022 – May 2022  | <p>English Teacher – PET Preparation<br/>Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies</p> <ul style="list-style-type: none"> <li>▪ Two classes, 28 hours for ages 15-19</li> </ul>                |
| Mar. 2021 – Apr. 2021 | <p>English Teacher – PET/FCE Preparation<br/>Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies</p> <ul style="list-style-type: none"> <li>▪ Three classes, 32 hours for ages 15-19</li> </ul>          |
| Jan. 2020 – Apr. 2020 | <p>English Teacher – PET/FCE/CAE Preparation<br/>Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies</p> <ul style="list-style-type: none"> <li>▪ Six classes, 48 hours for ages 15-19</li> </ul>        |
| Jan. 2020 – Nov. 2020 | <p>English Teacher – “Lettorato”<br/>Liceo Scientifico Vito Volterra, Fabriano, IT</p> <ul style="list-style-type: none"> <li>▪ Ten classes, 95 hours total; advanced English learning for ages 15-18</li> </ul>       |
| Jun. 2019 – Jun. 2019 | <p>English Teacher – “Summer Camp”<br/>Scuola Primaria Tommaso Lippera, Cerreto d’Esi, IT</p> <ul style="list-style-type: none"> <li>▪ 60-hour course (4 hours/day); advanced English learning for ages 6-8</li> </ul> |

- Mar. 2019 – May 2019 English Teacher – "Lettorato"  
Liceo Scientifico Vito Volterra, Fabriano, IT
- Four classes, 10-hour course (1 hour/week each); advanced English learning for ages 15-16
- 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 – P.E.T. Preparation  
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
- Two classes, 10-hour course (2 hours/week each) for ages 15-16
- Jan. 2018 – Mar. 2019 English Teacher – Business English  
Liceo Scientifico Vito Volterra, Fabriano, IT
- Four classes, 10-hour course (1 hour/week each); writing, CV and interview prep. for ages 17-18
- Jan. 2019 – Apr. 2019 English Teacher – "Lettorato"  
Istituto Comprensivo F.I. Romagnoli – Fabriano (AN), IT
- Twelve classes, 10-hour course (1 hour/week each); advanced English learning for ages 11-13
- Dec. 2018 – May 2019 English Teacher – "Let's Play and Learn Together"  
Istituto Comprensivo 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)
- 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** E-QF level 4  
University of Cincinnati, Cincinnati, Ohio (United States)  
GPA 3.7/4.0 (Magna cum laude). Marketing/Finance (double major)
- 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	Interpersonal Communication University of Cincinnati, Ohio (United States) 30-hour business course learning proper speaking techniques.
1990	Interviewing Skills - Meticulous Hiring Cintas University, Cincinnati, Ohio (United States) 32-hour business course learning proper interviewing and hiring techniques.
1991	Dale Carnegie Human Resources People Course Dale Carnegie Course – Tulsa, Oklahoma (United States) 42-hour course advancing and enhancing oral communication skills
1997	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.

*C. J. D. / E. H. L.*

*26-4-2003*