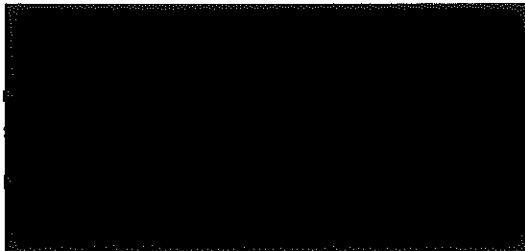
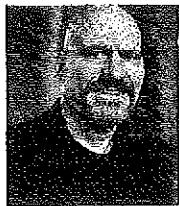


PERSONAL INFORMATION

Dan Ebel



WORK EXPERIENCE

Dec. 2021 – May 2022 English Teacher – “Lettorato”
Aldo Moro, Fabriano, IT
▪ Four classes, 80 hours total; advanced English learning for ages 11-12

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

Mar. 2021 – Apr. 2021 English Teacher – PET/FCE Preparation
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
▪ Three classes, 32 hours for ages 15-19

Jan. 2020 – Apr.. 2020 English Teacher – PET/FCE/CAE Preparation
Liceo Scientifico Vito Volterra, Fabriano, IT – Cambridge Studies
▪ Six classes, 48 hours for ages 15-19

Jan. 2020 – Nov. 2020 English Teacher – “Lettorato”
Liceo Scientifico Vito Volterra, Fabriano, IT
▪ Ten classes, 95 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

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 16-16

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. 2019 – 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 Comprehensive 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 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)

- 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) EQF level 4
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)

Italian
German

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
	A1	A2	A1	A1	
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.

