

Curriculum vitae

PERSONAL INFORMATION

Dan Ebel



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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

English Teacher – PET/FCE Preparation

Mar. 2021 - Apr. 2021

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 dasses, 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); edvanced English learning for ages 6-8



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Mar. 2019 - May 2019 English Teacher - "Lettorato"

Liceo Scientifico Vito Volterra, Fabriano, IT

Four classes, 10-hour course (1 hourtweek 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. 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 hourtweek 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 multimition-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, Tutsa, 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

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1981-1986

Bachelor of Business Administration

EQF level 4

University of Cincinnati, Cincinnati, Ohlo (United States)

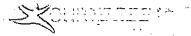
GPA 3.7/4.0 (Magna cum laude). Marketing/Finance (double major)

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



Interpersonal Communication

University of Cincinnati, Ohio (United States)

30-hour business course learning proper speaking techniques.

Interviewing Skills - Meticulous Hiring

Cintas University, Cincinnati, Ohio (United States)

32-hour business course learning proper interviewing and hiring techniques.

Dale Carnegie Human Resources People Course

Dale Camegie Course - Tulsa, Oklahoma (United States)

42-hour course advancing and enhancing oral communication skills

Teaching/Coaching/Training Course

Cintas University, Cincinnati, Ohio (United States)

32-hour business course learning proper coaching and teaching techniques.

Social Media Computer Skills

2011 Cincinnati Technical College, Cincinnati, Ohio (United States)

24-hour course learning social marketing and how to digitally promote oneself

Sales Com Dot Com Computer Training

2014 TYCO University, Dallas, Texas (United States)

24-hour course, computer training for teaching territory management computer skills

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PERSONAL SKILLS

Mother tongue(s)

English

Foreign language(s)

ttalian German

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken Interaction	Spoken production	1
A1	A2	A1	A1	A1
A1	A1	A1	A1	A1

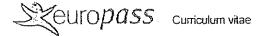
Levels: A1 and A2 Basic user - B1 and B2 Independent user - C1 and C2 Proficent user Common European Framework of Reference for Languages

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	
			xial Media Certificate			

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

9-11-2022