



SAMUEL T. PATRICK

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NATIONAL TRAINING & DEVELOPMENT EXECUTIVE

"Strengthening companies through innovative learning strategies"

**Proven Strategic & Tactical Planner Driving Progressive Learning Technologies
Award-Winning Development & Design Expert Managing National Integrated Learning Solutions**

- Master's-level leader utilizing a proven consultative process to analyze needs and create/sell multimillion-dollar educational programs—maximizing ROI.
- Fiscally-responsible executive cutting expenses \$2M while producing \$5M revenue in 2009.
- High-level Project Manager incorporating learning theory and instructional design across commercial projects.
- National team builder able to identify top training and development talent. Known for improving client satisfaction by training staff, targeting assignments and evaluating performance.

Project Management
Needs Assessments
E-Learning Technology
Mergers & Acquisitions
Business Development
Talent Acquisition
Policy Development
Client Relations

"Samuel has made a major impact on the success of our company. Through a vision for the future, he leads teams to expand our services by leveraging current technology. He is a true asset to Collaborocity."
- Edwin John, President, Collaborocity, Inc.



CAREER CHRONOLOGY

COLABOROCITY, INC., Ashbury, CA, 2005 – Present
Vice President (2008 – Present)

Deliver national results as leader of 20+ team members providing Directed Training (DT). Head a training organization with locations in 32 states, with 4 facilities in the Northeast Region.

Serve as executive team member, offering strong strategic visions connecting internal plans with market needs. Provide responsible management of a \$1.5M budget. Build relationships and new business with Fortune 500 companies. Reduce time-to-market while delivering quality learning tools in a client-centric environment. Oversee all phases of 80+ standard courses produced using various modalities. Adjust programming to ensure cross-cultural sensitivity. Maximize contractor value and output. Liaise with 200+ nationwide faculty.

- Realized vision of bringing **distance learning solutions** to organization, partnering with CIO to facilitate addition of 15 webinars and podcasts to program offerings.
- **Secured \$1M+ revenue** in 2004 by sponsoring new curriculum, with monetary increases each year.
- Spearheaded **organizational restructuring** that resulted from compiling and analyzing comprehensive assessment, which led to significantly **improving client service** and positive feedback.
- Increased company value as contributing member of **Acquisition & Development committee**—recommending on a variety of areas, including build-or-buy, quality control, and integration planning.
- **Reduced headcount from 35 to 28** by leading charge to identify, hire, and train qualified contractors to serve in such key roles as Project Managers, Editors and Graphic Designers.
- **Produced \$3M** by developing and executing a research-based business plan outlining total curriculum transformation, with courses delivered through e-training.
- Decreased reactive sales mentality to proactive by moving team to a **solutions and consultative selling** approach. Focused sales force on **building long-term relationships**.

**COLABOROCITY, INC.**, continued...

- **Regulated development of course materials** across modalities by writing and training management team on proper use of Course Providing Handbook.
- Led efforts to bring **virtual learning** to company, expressing deep knowledge of distance education benefits and applications.

Director, Program Development (2005 – 2008)

Drove VP's strategic plan in a project-based environment, ensuring products were delivered on-time and within budget. Directed development team of 11 Project Managers. Facilitated communication while leading a positive, creative culture across the organization—providing issue resolution and improving quality.

- Created **tailored training solutions** for clients by working closely with key stakeholders.
- Utilized personal training to effectively oversee and advise team members on project management and contracting courses.
- Enabled positive growth and ROI while cutting costs by generating accurate staffing and project projections.
- Enhanced development by instituting highest quality assurance standards/procedures.
- **Inspired team to improve performance** and advance careers within company by mentoring and training.

INFOCOM, New York, NY, 2001 – 2005**Manager, Curriculum Development** (2003 – 2005)

Traveled worldwide to design, consult, train, and implement HR software from initial purchase to support. Promoted to direct team of Curriculum Managers to produce industry-leading, performance-based training solutions. Achieved development quality assurance targets by creating and executing well-defined procedures.

- Recognized with **Superior Employee Award (2002) and Best In Class Award (2003)**.
- Resolved diverse challenges through tactful, professional issue resolution, strong negotiation skills, and interpersonal/relationship-management skills.
- Increased newly-hired staff's knowledge by authoring and updating a detailed training manual; directed Course Development team to maintain compliance with corporate standards and policies.
- Monitored materials and products, ensuring staff met all deadlines, schedules, contract requirements, and Course Authoring Guidelines and standards.
- **Discovered and addressed client needs**, offering support and guidance to Sales, Business Development, and Client Programs departments.

Senior Program Solutions Manager (2001 – 2003)

Applied project management principles in the development of new public and client-tailored materials. Achieved budget, schedule, and customer requirement goals. Conducted complete needs assessments, working closely with clients to deliver most advantageous instructional approaches.

**EDUCATION & CERTIFICATIONS**

Master of Arts in English, University of Virginia, Charlottesville, VA

Bachelor of Arts in English, University of Rhode Island, Kingston, RI



Certified Training Manager/Director, Better Learning Services, Chicago, IL

Master's Certificate in Project Management, Carnegie Mellon University, Pittsburgh, PA