

Jennifer Renee Sedlock

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CAREER SUMMARY

- ▼ Speaking, Training, Author, Facilitating and Consulting
- ▼ Running a speaking business since 1995
- ▼ Sales management in service industry

Activities included: recruiting, training, goal setting, project management, teambuilding, projection planning, continuing education, appraising, and promoting. Special projects included creating and writing training presentations, diagnosing individuals needs and generating development plans for each individual, instructing group new hire programs, continuing instruction and follow-up in formal monthly setting and daily “in the moment” training throughout the US and Canada. Emphasis: sales and management development.

PROFESSIONAL EXPERIENCE

Jennifer Speaks! San Diego, California Nov. 1995 – Present
Professional Speaker, Author & Consultant

Qualified Myers-Briggs® Consultant

Inspirational Speaking and Educational Seminars

Sample topics for Presentations:

Running Toward Your Dream *Achieving Life Goals*

Discover Your MBTI® Type. *Using the Myers-Briggs® Personality Types*

Moving Forward in Faith! *Stepping out of the Wilderness*

OFFICE SPECIALISTS, San Diego, California Jan 1995 – March 1996
Branch Manager

#1 sales manager (revenues) for entire company (over 100 +) last three months

Outside sales, cold calling prospects, internal servicing of current clients

Managed all activities in branch; goal setting and P & L responsibility

Developed staff members; hiring, appraising, training and teambuilding

Lead monthly service quality meetings (“Service First” – TQM)

Awarded “highest increase of service quality index for FY 1995” (over 10% increase)

JENNY CRAIG INTERNATIONAL, San Diego, California July 1990 – Dec 1994
Assistant Regional Director (promoted) June 1994 – Dec 1994

Assisted in planning, organizing and implementing regional tactical plans

Trained and managed 72 employees in 12 locations (managers, sales and counselors)

Developed and presented programs monthly to increase productivity

Managed regional revenue and expenses

Daily diagnosis of regional sales needs and immediate implementation of strategies

Coordinator - Operational Systems Training (promoted) Feb 1994 to May 1994

Updated computer documentation with most current policy and software information

Performed group instruction and individual training for corporate and franchise markets

National Support Team (promoted) Sept 1992 to Jan 1994

Developed training plans: sales strategies, special price promotions, product promotions

Performed group training: instruction, team practice (role-play), individual presentation

Diagnosed needs daily, implemented training's to increase sales, tracked results

Implemented the above for corporate and franchise markets in the US and Canada

Graduate, Sales Trainers Training, November 1992

Centre Director (promoted) July 1991 to Aug 1992

Managed \$1.4M Centre with staff of 22 people
Increased from \$110,000 to \$123,000 and from 9th rank to 4th in region of 12 centres
Achieved revenue per hour goals every month for maximum commission
Graduate, Effective Motivational Management Program, Leadership Edge, 13 Wks 1992
Promoted 8 people to next level within 12 months through focused development
Received Achievement Award for #1 increase in region
Received Performance Awards for highest revenue per hour in region, maximum commission
Received Service Awards for excellent client retention and highest pounds lost in region
Received Boss's Award for developing top performing sales & counseling staff in region
Trained topic: "Teamwork development" in regional meeting
Wrote "back-end" sales training that was implemented throughout company
Assistant Centre Director (promoted) *Dec 1990 to June 1991*
Program Director (Sales) / Weight Loss Counselor *July 1990 to Nov 1990*

CARTER HAWLEY HALE, Broadway Southern CA, San Diego, California
Area Sales Manager *July 1989 to May 1990*

Managed \$3.5 M Better Sportswear Department
Graduate, Sales Leadership Development Series, 1989
Graduate, Investment in Excellence Training, 1990
Selected to lead "Specialist" and "New Hire Orientation" programs
Awarded "#1 Club Manager" for top sales performance; February, March, and May 1990
Various bonus awards: monthly incentive, instant credit, sales

MAY DEPARTMENT STORES COMPANY, Meier & Frank, Portland, Oregon
Executive Department Manager *Feb 1988 to July 1989*

Managed \$3 M sportswear, \$2.3 M intimate apparel, & \$1.2 M hosiery departments
Graduate, nationally ranked May Co. Management Training Program - 15 weeks, 1987
Graduate, Dimensional Management Training, July 1988
Awarded Leader of Customer Service Communications Committee
Planned, executed, and managed departmental inventories

EDUCATION

UNIVERSITY OF CALIFORNIA, BERKELEY

B.S. Business Administration, Emphases: Finance and Marketing, December 1987
Received Entrepreneurship Award for development of company - Cal Bag Company, 1987

UNIVERSITY OF SAN FRANCISCO

Master's in Organization Development, December 2000
Thesis topic: Validity of the MBTI® Team Report

PROFESSIONAL ASSOCIATIONS

National Speakers Association (NSA)
Organizational Development Network (OD Net)
Toastmasters International, Past President, Club #9495

HOBBIES

Coaching: High School Track and Cross Country

Jennifer Sedlock
Current and Previous Clients

* multiple programs and/or repeat business

Education Organizations

Career Action Center, Cupertino, CA *
Carlsbad High School *
Early Explorations, Inc., Annual Leadership Staff Retreat
Early Explorations, Teacher In-service *
Gladstone Elementary, Parent Education Night
Menlo Atherton, Staff Retreat
UW -Milwaukee Scientist "Putting Your PhD to Work" conference
Montgomery Education Foundation
Northwestern University (Putting PhD to work) conference
Poway Unified School District, Parent Education Day
Santa Clara County Office of Education *
Santa Clara County Education Foundation
SDUSD Graduations (2)
Stanford University, Business School Alumni Association *
Stanford University, Training and Org. Development Program
The Bishop's School, High school seminars *
The Fashion Institute of Design and Merchandising
The Leadership Edge, Leadership and Management Programs *
Torrey Pines High School Awards Ceremony
The **United States Chamber of Commerce** Institutes,
Certification Program for Chamber and Association Executives
UCLA *, Notre Dame *, Norman, OK *
Williams Elementary School, Los Angeles, Moms Night Out

City / Government / Community

US Attorney's Office, Office Retreat, Lexington, KY
Cemetary, VA (COE)
City of South San Francisco, Staff Retreat
Family Christian Bookstore (book signing event)
Homeland Security, Los Angeles (COE)
Jenna Druck Foundation, Annual Young Women's Leadership Conference
Oceanside Business Connectors
Santa Clara County Water District *
SHARP Women's Health Symposium
Thursday Morning Networking (TMN)
Women in Business, Del Mar *
Women's Alliance Network (WMN)
YWCA, professional development
San Diego Business Connectors

Chambers of Commerce

- 、 Carlsbad Chamber of Commerce, HR Roundtable
- Campbell County Chamber of Commerce, Gillette, WY
- Hayward Chamber of Commerce, Monthly meeting
- Mill Valley Chamber of Commerce, Marin Women in business conference
- Mountain View Chamber of Commerce, CA, Women in business meeting
- Mt. Sterling/Montgomery Chamber of Commerce, Lexington, KY
- South San Francisco Chamber of Commerce, Board Retreat

Associations

ADERANT Expert Users Annual Conference
Bay Area Prof. Relocation Management, BAPRM, Annual Convention
California Association of Temporary Services, CATS, Monthly meeting
California Credit Union League, convention
California Staffing Professionals, monthly meeting
California Staffing Professionals – Staffing 101 trainings
Central CA Women’s Conference, Fresno *

Florida Assn. of Counties, FAC, Annual Convention – Commissioners
Financial Women International, FWI, SD Monthly Dinner meeting
Financial Women’s International, North County, monthly meeting
Montana Inn Keepers Association, MIKA, Annual convention
National Association of Professional Organizers (NAPO), monthly meeting
NAPO Annual Convention and Organizing Exposition Speaker & Article
National Association of Women Business Owners, NAWBO San Diego
Nevada Association of Realtors (NVAR) *

North County Personnel Assn. (NCPA) Annual HR Summit
North San Diego Real Estate Investment Board Meeting –NSDREI
Oklahoma Society of Association Executives, OSAE, Annual convention
Ohio Psychological Association, Annual convention
Professional Managers Housing Association, monthly meeting
Professional Housing Managers Assn. Annual Conference (4 sessions)
Professional Secretaries International, PSI, Monthly luncheon
Rancho Sante Fe Business and Professional Women RSFBPW
SAHRA Sacramento Area Human Resource Association
SDRBA San Diego
SHRM, Fresno, monthly meeting event
Tallahassee Society of Assoc. Executives, TSAE, Annual convention
Thursday Morning Networking
Women In Business Symposium, Master of Ceremonies
Your Beauty Network (YBN) Conference *

Faith Events / Retreats

Bread of Life, Women's retreat
Daybreak Spring Tea, Women's event
Daily Disciples conference, booth, "Power of Friendship"
Generation Church, Women's event
Girlfriends Care, monthly meeting
Grace Church of Glendora, Women's Holiday event
MOPS - "Mothers of Pre-schoolers" – Oceanside
MOPS – "Mothers of Pre-schoolers" – Redeemer by the Sea
Daily Disciples Annual Conference: The Power of Friendship
Professional Women's Fellowship, January kickoff
Silver Creek Community Church, Annual Women's Retreat
Skyline Church, Women's Dinner event
St. Elizabeth Seton, Women's event
Horizon Christian Church, Annual Women's Conference, Undeclared
Maranatha, Women of all Seasons Event *
AWANA Conference, Maranatha
Skyline Church, Public School Event
Horizon Christian Church, Pastor's Special Event with P. Botsford
Calvary Chapel program for Pastors Wives and Women's Ministry leaders
Professional Women's Fellowship
Horizon Prep Christian School, Salt and Light Ministry
Republican Women of Chula Vista
Salt and Light Lecture Series Monthly Education Event
Investigative Report Interview Program, 2021
Today Show with Doctor Wendy. 2020
Delores Williams, Stand UP, Interview Program, 2020
Thelma Wells Live Interview Program, January 2020, Dallas, TX

Miscellaneous Business

ADERANT, Expert Users Community, Annual Meeting
Agilent Technologies, Inc., Annual convention
Auto Trade Center
Boston Scientific / Target Therapeutics, Fremont *
Copithorne & Bellows, Santa Clara *
DDB (COE) McDonalds
DepoTech, San Diego
Divco West Group, Real Estate, San Jose
The Eastridge Group, Management Training Program, San Diego
Exclusively Legal, San Diego
Flor expo
Gray, Cary, Ware & Friedenrich, San Diego *

Gray Cary Ware & Friedenrich, Palo Alto
Hewlett Packard, Division seminar
Imperva (COE)
Inogen, Santa Barbara
Jenny Craig International: Toronto, Detroit, Albany, San Diego *
Office Specialists, Boston, MA
OnTrack (COE)
Secure Futures, Silicon Valley
Zambeel Inc., Silicon Valley *

Biotechnology Organizations

Advanced Tissue Science
Alanex
Alliance Pharmaceuticals
Gen-Probe
Ligand Pharmaceuticals
Medtronic Interventional Vascular
Mycogen Corporation
Ontogen Corporation
Prizm Pharmaceuticals
Scripps Reference Laboratory
Scripps Research
Stratagene
Sequana Therapeutics
Tanabe Research
Takeda Pharmaceuticals