

Douglas A. Cullen

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Goffstown, New Hampshire 03045

Dedicated to building workforce and partnership development programs that deliver results.

Proven leadership, experiential learning, industry-to-education partnership development, and curriculum development skills helping private and public organizations grow our economy by connecting with educational institutions and workforce development programs. Highly effective public speaker on best practices in building experiential learning programs and career development disciplines for New Hampshire schools and businesses. Avidly inquisitive about new markets, innovations and interventions that strengthen the voice of industry and grow New Hampshire's economy.

- * Execute on innovative ideas
- * Build strong business-education partnerships that promote community economic growth
- * Deliver polished, interactive presentations
- * Develop senior level and mid-tier relationships with industry and community partners
- * Facilitate workshops between government, industry and community leaders to benefit economic development

Experience

Consultant

Aug 2017 - Present

Saint Anselm College, Manchester, NH (US)

Design and assist deploy a "college admission" and "career exploration" course curriculum for high school students attending Saint Anselm College's Access Academy program (<https://www.anselm.edu/news/access-academy-expand-new-neh-grant>), a unique learning experience servicing high school students within the under served population in the Manchester, N.H. school systems. Curriculum includes e-portfolio design, occupational matching to www.bls.gov, interaction with industry professionals and an array of college and career preparedness activities. Heavily involved with local chapters of Society of Human Resource Management (SHRM) as a resource to support students' business connection and interaction activities.

Most recently focused on developing new stakeholder relationships with a perspective on overall program growth. Identifying potential partnerships that can provide substantive support for the benefit of current and future students' successful integration into the community.

Manager of Career Services

Oct 2016 - Present

Pinkerton Academy, Derry, NH (US)

Establish and implement a strategic vision for career development services in partnership with schools across the district. Focus on economic development through new educational program innovation. Develop new broad and deep career service-focused programs that bridge new relationships with industry and post-secondary partners.

Create, manage and monitor cooperative education, internship and job shadow field experiences for Pinkerton Academy students across a variety of career fields. Develop community partnerships throughout N.H. for the benefit of student interaction. Increasing interaction with career development/assessment software providers comparing existing and future institutional needs with vendor deliverables. Heavily involved in state-level career pathway strategic initiatives.

<https://www.pinkertonacademy.org/academics/2015-07-31-23-55-34/connect-to-community>

Career Services Coordinator

Aug 2009 - Oct 2016

Pinkerton Academy, Derry, NH (US)

Responsible for developing and maintaining multi-grade career development strategy for incoming and existing high school students. Create, manage and monitor cooperative education, internship and job shadow field experiences for Pinkerton Academy students across a variety of career fields. Develop community partnerships throughout N.H. for the benefit of student interaction and new and existing Career and Technical Education (CTE) center growth. Analyze and develop new CTE programs and advisory committees. Provide career counseling for classrooms, small groups and individuals. Develop and deploy software training workshops for students, teachers and administrators and various levels of technical expertise.

Northeast Regional Sales Manager

Jul 2008 - Jun 2009

Kuder, Adel, IA (US)

Penetration of new markets expanding software and consulting services businesses. Conduct product and career development training for existing and prospective customers. Deliver seminars and product training covering new application of software and consulting services. Graduate level lecturer on best practices in the application of career development theories.

School-to-Career Program Director

Aug 2003 - May 2008

Wilton-Lyndeborough Cooperative MS/HS, Wilton, NH (US)

Responsible for building from the ground floor a dynamic, broad and deep School-to-Career Program for a public school. Program includes student career exploration curriculum development, full administration of all program functions, career / vendor fair development and execution. Heavy community and business interaction. Program supported students across a wide array of academic achievement. Strong concentration on internships, career assessments, and career education curriculum creation / deployment.

Sales Executive

Aug 2002 - Jun 2003

WAN Strategies (now True North Networks), Manchester, NH (US)

Prospecting for new business and partnership opportunities focused on network security services and solutions. Analyzing potential leasing partnerships towards providing more cost effective, manageable I/T expenses for clients. Market analysis focused on building strategic infrastructure-to-application partners.

Account Executive - Insurance

Apr 2000 - Aug 2002

Infogix, Illinois, US

Software and consulting services company focused on deployment of information integrity/data quality implementation strategies for Fortune 1000. New product/service sales including expansion upon existing installations. New territory with large multinational, multi-line insurance carriers (Life, Health, P&C) carrying \$1.4M revenue expectation. Prospecting through licensing and post-sale support. Sales cycle of 1.5 - 3 years. Predominately mid-tier through senior-level management interaction. Specialized in detailed contract analysis focused on delivering maximum revenue potential from each transaction.

Skills & Specialization

Developing Community Leader Collaboration, Community Partnership Development, Workforce Development, Youth Employment, Curriculum Development, Business-to-Education Partnership Consulting, Public Speaking, New Program Development, Change Agent, Developing and Maintaining Strong Media Relations, Providing a Voice for Industry

Education

Franklin Pierce University

Sep 2007 - Jan 2015

Education Transformational Leadership
Concord, NH (US)

Program prepares students to assume transformational roles in society. The program brings together a diverse group of mid-career professionals from many disciplines including health care, business, education, law enforcement, human services, the arts and more. Students work closely together to challenge and inspire each other. Curriculum model offers a unique opportunity for professional collaboration in a dynamic learning community. The program's interdisciplinary treatment of leadership recognizes that effective leaders are those who take a broad approach to change by using skills grounded in the arts, humanities and social sciences.

Plymouth State University

Sep 2003 - May 2006

MASTERS, Education - Experiential Learning
Plymouth, NH (US)

Self-directed course of study focused on developing education-to-industry partnerships that benefit student learning in the classroom. Emphasis on building upon strong industry relationships while understanding best practices in research methodologies.

Southern New Hampshire University

Sep 1980 - Jun 1985

BACHELORS, Marketing, Minor in Management
Manchester, NH (US)

Developed in cooperation with business professionals to provide skills needed to succeed in today's economy. This undergraduate major combines management courses and a broad business education in areas such as accounting, human resources and marketing.

Reading Memorial High School

Sep 1976 - Jun 1980

HIGH SCHOOL, Business Preparation
Reading, MA (US)

Websites

<https://www.linkedin.com/in/dacullen/>