

## Resume

Martyn Charles James Whitby  
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Position applied for: Training Supervisor

### Experience:

SkillSoft Corporation

Account Manager

2/11 to present

Worked with existing clients to renew and expand training contracts. Expanded contacts into other client departments to reach additional learners and budget pockets.

SkillSoft Corporation (previously Thomson NETg)

8/05 to 2/11

Inside Sales Consultant

Generated new business, primarily from cold call sales into a geographic territory. Through strategic account sales, I developed contacts into four and five digit technical training contracts. In my third month I hit 11% of goal and placed 7<sup>th</sup> out of 54 in sales for 2008.

Benefiting People

4/07 to present

Owner and Agent

I founded and operate an independent agency, providing life and health insurance to consumers and small businesses. I now pursue this part-time, representing Humana, American Community, United Healthcare and AIG.

MSA Solutions

2/05 to 8/05

Sales Manager

I oversaw a team of 18 Inside Sales Consultants, helping consumers to consolidate Federal student loans.

Think Music LLC

11/02 to 2/05

Operating Partner

Raised capital for, opened and operated a retail disc jockey music and gear store. We became the number one Arizona independent retailer for three product lines, however, our growth outpaced our capital.

US Bank

12/02 to 11/03

Branch Manager

Was responsible for opening and operating an in-store bank branch. The branch earned the Pinnacle Award for 10% financial performance against targets in our second quarter.

Safeway Select Bank

7/01 to 11/02

Branch Manager

Opened and operated multiple in-store bank branches, training staff in direct account acquisition. I acted as Interim District Manager as needed, overseeing up to 11 locations at a time.

Over the years, I have been active in Neighborhood associations, Chamber of Commerce, and professional associations, including State and Chapter Offices with D.E.C.A.

I have a diploma from Newberg High School, and studied Entrepreneurship at Mt. Hood Community College. I am currently completing an E-Learning and Instructional Design degree through Rio Salado College.

I am certified as a Microsoft Office Specialist (MOS) in PowerPoint 2007, proficient in Outlook, Word, Excel, Adobe Dreamweaver, Adobe Photoshop and Windows and Mac operating systems.

References available upon request.