

David Thrope
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Objective: A challenging position which effectively utilizes my experiences in training and development, sales and marketing, and management.

Major Accomplishments: Experience in planning and managing training programs
Executive level marketing, product development and sales force management.

Professional Experience: **Soft Skills, Inc.:**
Trainer, Instructor, Facilitator (01/91 - present)

- Involved in the development and delivery of training materials and management education to businesses and adult learners in professional and academic environments.
- Distance Education experience including online curriculum development
- Hardware, software and operating system proficiency in laptops/desktops, Windows, Mac O/S and Linux
- Using PowerPoint as a tool within presentations and training
- Ability to quickly learn and apply new technologies to customer/client issues
- Ability to apply appropriate training and managerial interventions to situations. Relating training to specific client business issues based on client needs.
- Managing and executing multiple concurrent tasks (training and consulting)
- Team approach with vendors, contractors and clients to create and maintain long-term professional relationships.
- Onsite delivery of training including classroom set-up (equipment, software) throughout the US.

Micro Center Computer Education, Cambridge MA:

Education Manager (08/97 – 02/02)

Involved in daily operations, customer development, regional marketing research, scheduling, recruitment, hiring and staff development, and facility maintenance. Course development for adult learners. Curriculum development targeted towards enrollment expansion. Hiring, training and scheduling instructors for 450 training sessions.

Form Fit Plastics, Dracut MA:

VP Sales and Marketing (06/74 - 12/90)

Researched and developed new industrial packaging markets for natural foods, frozen foods, school food service matching technology to market needs. Built a national distribution network using OEM opportunities from Fortune 500 customers and independent foodservice and paper distributors. Worked closely with manufacturer's representatives to penetrate new geographic markets. Hired, trained and managed a strategically focused self-managed sales support group. Planned and implemented trade-shows, catalogs, product releases and pricing policy.

Education:

- MBA in Marketing/Finance from Babson College, Wellesley Hills MA (1987)
- Certificate in Accounting from Bentley College, Waltham MA (1979)
- BA in Philosophy from New York University, Bronx NY (1973)
- ABD EdD Training and Development from Boston University

TEACHING EXPERIENCES

- 1995 to Present** **New Hampshire College/Southern New Hampshire University**, Manchester, NH; Nashua NH; Salem, NH; Distance Education Online
Consumer Behavior; Business Ethics, Sales Management; Sales and Persuasion; Social Environment of Business, Introduction to Marketing, Entrepreneurship, Operations Management; Marketing Research (MBA); Marketing Strategy
- 1992 to Present** **Emmanuel College ECAP Program**, Braintree, Woburn, Framingham, Leominster, MA
Marketing Principles; Ethical Decision Making; Accounting, Intro to Computers
- 2002 to 2003** **Clark University**, Worcester MA, Framingham MA, Tel Aviv Israel, Haifa Israel
Organizational Behavior and Leadership (MSPA); Ethics and Professional Life (MSC); Finance for the Communicator (MSC); Technical Training for the IT Manager; Design And Evaluation Of Adult And Human Resource Development Programs
- 1996 to 2000** **Lesley College**, Cambridge, MA
Marketing Management; Operations Management (MSM program); Accounting for Managers; Financial Management (MSM)
- 1996 to 2000** **Newbury College**, Brookline, MA; Lowell, MA; Framingham, MA; Braintree, MA
Introduction to Computers; Computerized Accounting; Principles of Management; Operating Systems II; Small Business Management; Intro to the Internet; Web Page Design
- 1995 to 1997** **Micro Center Computer Education**, Cambridge, MA
Windows 95, Windows 3.1, QuickBooks, Quicken, Introduction to the Mac, Claris Works, MS-Word, Excel, PowerPoint, Doing Business on the Internet, MS Project, PC Support Specialist
- 1995 to 1997** **University of Phoenix Online**, San Francisco, CA
Strategy Formulation and Implementation (MBA); Project Management
- 1994 to 1996** **Western New England College**
Ft. Devens, MA; Hanscom Field, MA; Otis AFB, Marketing Concepts (MBA); Marketing Management Applications (MBA); Principles of Marketing
- 1993 to 1995** **Bridgewater State College**, Bridgewater, MA
Principles of Management; Human Resource Management; Retail Management; Business Data Processing; Senior Management Seminar; Small Business Management
- 1993 to 1997** **Fisher College**, Framingham, MA; Marlborough, MA; Fitchburg MA
Intro to Computers; Accounting I; Accounting Info. Systems; Word Processing; Principles of Marketing; Macroeconomics; Introduction to Business; Computer Information Systems, Database Management
- 1993** **American International College**, Springfield, MA
Marketing Principles
- 1992** **Lasell College**, Newton, MA
Management Principles
- 1992 to 1993** **Quincy College**, Quincy, MA
Accounting I; Accounting II
- 1992** **Bentley College**, Waltham, MA
Lotus 1-2-3
- 1992** **Boston University**, Boston, MA
The Innovative Process: Developing New Products and Services
- 1991 to 1997** **Fitchburg State College**, Fitchburg, MA
Entrepreneurship; The Social and Political Environment of Business; Real Estate Investments; Doing Business on the Internet
- 1991 to 1992** **Mt. Wachusett Community College**, Gardner, MA
Accounting; College Math (at MCI Shirley)

REFERENCES Available Upon Request

David Thrope - Skills

<p>Management:</p> <ol style="list-style-type: none"> 1. Planning 2. Organizing & staffing – Hiring, training & developing in both skill based and critical thinking areas 3. Controlling – setting milestones, regrouping, situation analysis, Porter Analysis, SWOT... 4. Management training 5. Intra/Entrepreneurship 	<p>Accounting & Financing</p> <ol style="list-style-type: none"> 1. Business plans 2. Budgets 3. Set up chart of accounts 4. Collections 5. Installation of accounting systems 6. Payables 7. Receivables 8. GL Transactions 9. Cost accounting
<p>Marketing</p> <ol style="list-style-type: none"> 1. Product management and development 2. Sales & Sales management 3. Sales training 4. Trade show set-up 5. Communications (ad copy, photo shoots, etc) 6. Research 7. Competitive analysis 	<p>Have implemented and trained others</p>
<p>Computers: Software – Have trained and used</p>	
<ul style="list-style-type: none"> • MS-DOS • Mac O/S • Linux (Ubuntu, Xandros) • Windows NT • Windows 3.1 • Windows 2000 • Windows Millennium • Windows XP • Windows Vista • MS Office (4.0, 95, 97, 98, 2000, XP, 2003, 2007) – Including Front Page, Word, Excel, PowerPoint, Outlook, Access • MS Project • Lotus 1-2-3 	<ul style="list-style-type: none"> • WordPerfect • Netscape • MSIE • Peachtree • QuickBooks • Quicken • MYOB/Accountedge • Great Plains • File Maker Pro • Crystal Reports • Adobe Acrobat • Act
	<p>Computers: hardware</p> <ul style="list-style-type: none"> • IBM compatibles • Macintosh
<p>Training/Development/Education</p> <ul style="list-style-type: none"> • College courses in management, marketing, business ethics, computer related issues, accounting • Computer software and hardware instruction 	<p>Other Competencies & Skills</p> <p>Described as a manager rather than a boss</p>

David Thrope
Training Skills Overview

Soft Skills Training:	Computer Related Training:
Organizational development Leadership Management Training Business Ethics Training Consulting Curriculum Development Customer Service Training Grammar and writing Presentation Skills Professional Development Sales Training	Accounting Applications Acrobat (the authoring package) ACT Crystal Reports Desktop Applications and IT Solutions Goldmine MS Office Suite 98/2000/XP/2003/2007 MS Project QuickBooks Peachtree Windows 2000, NT ,XP, Vista