

# ED GANZE

Sales Representative



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📞 801.556.1696

📍 4909 W. South Jordan Pkwy.  
South Jordan, UT 84009

## WHY ME?

Consistently, I put coworkers and clients at ease with my levelheaded expertise. While noticing small details, I never lose focus on the objective at hand, and I'm always, striving toward the highest standards in all aspects of my work. Motivated by a competitive spirit and determined outlook, I've been able to succeed where others have failed.

## PROFESSIONAL SKILLS

Challenger Sales Method	●●●●●●
RFP/RFI	●●●●●●
Marketing	●●●●●●
Instructional Design	●●●●●●
Graphic Design	●●●●●●
Leadership	●●●●●●

Salesforce	●●●●●●
Canvas LMS	●●●●●●
Blackboard	●●●●●●
WebCT	●●●●●●
Schoolology	●●●●●●

Adobe Photoshop	●●●●●●
Adobe InDesign	●●●●●●
Adobe Illustrator	●●●●●●
Adobe Premiere Pro	●●●●●●

## FOLLOW ME

**L** **LinkedIn**  
linkedin.com/in/edganze

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facebook.com/ed.ganze

## WORK EXPERIENCE

**Aug. 2017 - Present**  
**Broadcast/Video Adviser**  
Granger High School

Worked closely with administrators to identify challenges and present solutions; such as the implementation of the Granger Harbor program to aid in the renewal of the school's climate and culture.

📍 West Valley City, UT

**Aug. 2012 - Sep. 2017**  
**Sales Representative**  
Herff Jones

During my five years representing Herff Jones, I used Salesforce and the Challenger Sales Method to grow my scratch territory to \$501,127 in annual sales while maintaining a 97% renewal rate.

📍 South Jordan, UT

**Jan. 2006 - Aug. 2012**  
**Adjunct Professor**  
Lone Star College - CyFair

Utilized a variety of learning management systems (LMS) to offer students face-to-face, online, and hybrid courses covering a range of topics including web design, digital imaging, and multimedia.

📍 Cypress-Fairbanks, TX

**Aug. 2008 - Aug. 2012**  
**Yearbook/Photo Adviser**  
Clements High School

Lead students through the yearbook process, teaching them sales and design, which resulted in multiple national awards and a profit in excess of \$50,000 annually.

📍 Sugar Land, TX

**Aug. 2002 - Aug. 2008**  
**Yearbook/Technology App.**  
McMeans Junior High School

Through project based learning students learned how to utilize technology to solve everyday problems.

📍 Katy, TX

## EDUCATION

**2001 - 2003**  
**Instructional Technology**  
Master's of Science

Relevant coursework: Instructional Design Project Management & Grant Writing, System Design of Technology Instruction, Management of Computer Resources

📍 University of Houston - Clear Lake

**1988 - 1997**  
**Interdisciplinary Studies**  
Bachelor's of Science

Relevant coursework: Business Principles, Math for Managerial Decision Making, Principles of Accounting, Business Legal Environment

📍 Sam Houston State University

## CERTIFICATES

**Jul. 2018**  
**The Wharton School**



Digital Marketing

📍 Pennsylvania

**Oct. 2017**  
**Utah State Board of Education**



Secondary Education (6-12)  
Endorsement:  
• Educational Technology  
• Television Broadcasting Technician

📍 Utah

**July 2013**  
**Journalism Educator Association**



Certified Journalism Educator

📍 Utah

**Dec. 1997**  
**Texas Educator Certificate**



• Technology Applications (EC-12)  
• Journalism (8-12)  
• Elementary Physical Science (1-8)  
• Elementary Self-Contained (1-8)

📍 Texas