

MARIA ENRIQUEZ PEARSON

370 LANCASTER HILL ROAD, TILTON NH 03276

603-524-8869

maria@bindenwood.com

Union Sanborn School, Northfield, NH
Computer Lab (2004-Present)

Teacher's Assistant

2002– Present

Evaluate, install and maintain educational software for computers in the lab and classrooms. Provide instructions and monitor students' activities during lab sessions and proctor during MAP testing. Work closely with teachers on curriculum planning for the lab's usage.

Resource Room (2003)

Provided instruction and lessons to students in the areas of math and reading, monitored students during computer time and assisted teacher in all daily activities.

BOT (2002)

Processed behavior plans, monitored positive reinforcement, provided one-on-one classroom support for selected students and tracked all BOT activities in the computer system.

Software Solutions, Inc., Duluth, GA

Research Analyst

1997– 1998

Researched and developed requirements and designs for supply chain management software. Worked with industry consultants, customers, and developers on enhancements on existing products. Analyzed competitive products for potential functional changes to future product plans. Reviewed software development projects to ensure coding was done to research specifications and assisted with quality control.

Information Consulting Group, Inc., Tampa, FL

Controller

1992 -- 1997

Charged with all aspects of cash flow management and financial reporting of this fast growing distribution Value Added Remarketer. Led the company's transition from a manual accounting process to the FACTS distribution application software as well as implemented a new service billing system. Responsible for all daily operations including dealing with client accounting, vendor relationships, and company resource allocation. Very active in client contact following delivery of technical services or accounting transactions. Educated new employees on our internal systems and procedures. Implemented an accounting flow/procedures manual. Provided support services for all human resource functions.

IBM Corporation, Tampa, FL

1984 - 1992

Manufacturing Industry Specialist (1988 – 1992)

Member of IBM Central Florida Manufacturing Team. Worked on a variety of medium to large IBM accounts, including enterprise accounts Anchor Glass and Baxter Healthcare. Worked with Sales Reps to develop new and existing business through sales of software, consulting services, and specialized hardware (data collection, plant floor). Coordinated and executed account strategies to win in complex business enterprises. Created, implemented and ran the IBM Computer Integrated Manufacturing (CIM) Center for Central Florida. Responsible for CIM Center sales and marketing plans for the year. Developed and coordinated marketing campaigns, including identification of the target audience, tailoring of mailings, following up with secondary marketing pieces, coordinating telemarketing scripts and follow up calls. Presented and moderated most demonstrations. Presented marketing campaigns and Customer Center application seminars for all IBM Industrial offerings. Provided project management, consulting services and integration surveys for various industrial accounts. Selected for the strategic task force for IBM Central Florida Services Center. Awarded Customer Center Employee of the Year and four Hundred Percent Clubs.

Account Marketing Representative, Systems Engineer (1984 – 1988)

Responsible for every detail of announcement rollouts for the IBM RISC/6000 and AS/400 in Central Florida area. Executed follow-up application campaigns and seminars for these new products. Implemented several demonstration centers for IBM's offerings in Local Area Networks, AS/400 and RISC Systems. Developed and presented seminars for several of IBM's product lines. Awarded two Branch Managers awards.

EDUCATION and NOTABLES

Granite State College, Concord, NH, Course credits for Foster and Adoptive Parent, 2001 - 2006

University of South Florida, Tampa, FL B.S. in Industrial Engineering, April 1984

Member of Engineering Society (AIEE). President of Alpha Delta Pi Sorority. Secretary of Panhellenic Council. Awarded scholarship from American Home Builders Woman's Auxillary. Inducted into Order of Omega.

American Production and Inventory Control Society (APICS), CPIM Certification in progress

Foster Parent, Tilton, NH, Certified since 2001

Junior League, Tampa, FL, Member of the Board of Directors and Executive Committee, Officer 1994 – 1997

Fluent in Spanish