

Ken Smith

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Training Professional

Training professional with over 30 years' experience in organizational development and business management. Detail oriented with strong training and facilitation skills and terrific work ethics. Computer knowledge includes Microsoft Word, Excel, Powerpoint, Outlook, and both Mac and PC experience.

Professional Experience

Nexxlinx, Inc. <i>Corporate Training Manager</i>	Apr. 2012 – Apr. 2013 <i>Orono, ME</i>
Friends of the Cobbossee Watershed <i>Executive Director</i>	Sept. 2010 – Mar. 2012 <i>Augusta, ME</i>
CEDIA (Custom Electronics Design & Installation Association) <i>President</i> <i>Board of Directors</i> <i>Chairman, Education Council & Membership Council</i>	Jan. 2003- Jan. 2009 <i>Indianapolis, IN</i>
Custom Electronics, Inc. <i>Founder, Owner, President</i>	May 1989 – Aug. 2008 <i>Portland, ME</i>
Digital Equipment Corp. <i>Management Consultant</i>	Apr. 1980 – Feb. 1990 <i>Augusta, ME</i>

Applicable Skills, Experience, & Knowledge

Organizational Development

- Facilitating groups to decisions and training
- Presenting
- Consulting
- Performing effective needs assessments
- Providing interventions
- Designing and marketing programs
- Writing a monthly newsletter
- Evaluating programs and other interventions

Management

- Managing performance of personnel
- Strategizing and observing the market
- Selling to clients using a consultative sales approach
- Interviewing and hiring for a wide array of positions
- Analyzing Cash Flows

Achievements

CE Express; Bicycle Cross-Country for Cancer	2005 & 2006
<ul style="list-style-type: none">Planned and executed two significant rides to raise funds for the fight against cancerRaised \$65,000 toward research for a cure	<i>Maine to Indiana</i> <i>Maine to Colorado</i>

CEDIA; President and Board of Directors

- Helped create infrastructure for CEDIA University
- Worked with team that transitioned from outsourced management to internal
- Raised requirements for membership

Education

Thomas College	BS in Business Mgmt. <i>Waterville, Me</i>
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