

Jackson Hayes

Career Development Coordinator at Apex High School

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Summary

I graduated with my Master's Degree in Business Administration from East Carolina University in 2011. I worked as a Graduate Assistant and also ran a successful online business while completing this degree. I have taught Entrepreneurship, Marketing, and Business Administration at T. W. Andrews High School in High Point, NC over the last four years as a part of North Carolina Teaching Fellow Scholarship Program. I am currently working as a Career Development Coordinator for Wake County Schools.

As an undergraduate at ECU, I completed a degree in Business and Marketing Education in 2008. I have always been fascinated with education and business. As a part of this degree, I spent over a year in public schools as an intern where I learned effective teaching strategies which are a great asset in any classroom environment.

After completing my Bachelor's degree, I was driven to continue my education. I wanted to delve deeper into subjects that would help me succeed in business and education. I knew that a Master's Degree in Business Administration was the next step. I was extremely diligent in my studies. I completed my MBA in less than two years and graduated with a 3.53 GPA, while working two jobs.

While completing my MBA, working as a Graduate Assistant, and teaching I have run a successful online business called Textbookwizards.com. I've always wanted to be the type of teacher/counselor who can bring real world experience into the classroom. Over the last eight years I have financed, marketed, and operated a business which has had over \$1.3 million in gross sales.

Experience

Career Development Coordinator at Wake County Public School System

August 2015 - Present (11 months)

- Apex High School is an excellent school in Wake County that does an amazing job preparing students for success after graduation.
- Guide students to courses and programs
- Facilitate Work-Based Learning opportunities (Internships, Coops, and Job Shadowing)
- Work with local business people to create partnerships which will help high school students get valuable experience from professionals in different career areas.
- Leadership role in multiple school committees.

Business and Marketing Teacher at T Wingate Andrews High School

August 2011 - 2015 (4 years)

- T.W. Andrews High School is a school which has shown large growth in performance, as demonstrated by the achievement of a Federal School Improvement Grant for 2011-2014 and other various awards (Most Improved School and Most Outstanding High School Principal).
- North Carolina Teaching Fellow Graduate
- Design, deliver, and assess instruction in Marketing and Entrepreneurship Courses
- Manage coop program to offer classroom credit for job placements in the community
- Leadership role on school's PBIS Team
- Advisor for DECA and FBLA
- Elements and Power School Trainer

Graduate Assistant at College of Business, East Carolina University

January 2010 - July 2011 (1 year 7 months)

- The College of Business at East Carolina is an institution which fosters creativity and innovation in young business minds.
- Guest Lecturer for Dr. Shanan Gibson, ECU College of Business
- Compiled projects, assignments, and discussion board posts
- Proctored exams/Research Assistant

Advertising at The East Carolinian

January 2008 - August 2008 (8 months)

- The East Carolinian is a university based newspaper which features articles and ads from all over the country as well as local information. It reports on university issues and as well as the news from a national perspective.
- Dealt directly with customers through telephone calls, e-mails, and face-to-face meetings.
- Sold advertising space to local businesses in the area through promotion efforts.
- Worked in a team setting to accomplish departmental goals as well as individual ones.

Administration at Scottish Widows Bank

January 2007 - June 2007 (6 months)

- Scottish Widows Bank is a very prestigious financial institution in Scotland which specializes in pension plans and high-yield bank accounts.
- Compiled information for the 'Gone Away' Tracing Department.
- Worked in a group to locate members who were out of contact with the bank and who were due money.

Education

East Carolina University

Master of Business Administration (MBA), Business Administration and Management, General, 2010 - 2011

Grade: 3.53 GPA

Activities and Societies: Pi Omega Pi Honor Society NC Teaching Fellows

East Carolina University

Bachelor of Science (BS), Business and Marketing Education, 2004 - 2008

Grade: 3.6 GPA

Activities and Societies: Pi Omega Pi Honor Society NC Teaching Fellows

West Craven High School

High School Diploma, Business, 2000 - 2004

Grade: 4.7 GPA

Activities and Societies: President of FBLA National Honor Society Eagle Scout

Interests

Starting New Businesses, Event Planning, Guitar, Music, Singing, Traveling, Buying and Selling Textbooks, Property Management, New York Yankees, East Carolina University Athletics, College Football, History, Movies, Beach, Mountains

Skills & Expertise

Staff Development

Career Development

Education

New Business Development

Marketing Strategy

E-commerce

Finance

New Venture Formation

Information Technology

Business Strategy

Entrepreneurship

Small Business Financial Management

Property Management

Sports Marketing

Personal Finance

Professional Development Programs

Event Management

Advertising

Teaching

Educational Technology

Higher Education

Coaching

E-Learning

Public Speaking

Curriculum Design

Languages

English

Honors and Awards

Graduated Magna Cum Laude

East Carolina University

December 2008

I graduated Magna Cum Laude from East Carolina University in 2008.

NC Teaching Fellows Scholarship

NC Teaching Fellows

December 2008

I was awarded the NC Teaching Fellows scholarship and completed this prestigious teacher education program at East Carolina University. I fulfilled my teaching commitment at TW Andrews High School in High Point, NC from 2011-2015. I now work as a Career Development Coordinator for Wake County Schools.

Projects

Apex Youth Leadership Program

August 2015 to Present

Members: Jackson Hayes

I've worked with the Apex Chamber of Commerce to bring back the Apex Youth Leadership Program this school year.

Organizations

Wake County Schools

CDC

August 2015 to Present

Apex High School Business Alliance

Leader

August 2015 to Present

Textbookwizards

Owner and Manager

January 2008 to Present

I successfully own and operate a small website-based business which specializes in the buying and selling of university-level textbooks called Textbookwizards.com. In the creation of this enterprise, I have utilized the skills I gained through life experience and a wonderful education at East Carolina University. I worked my way through my undergraduate degree at the University Book Exchange in Greenville, NC. The job gave me the opportunity to learn about the textbook industry. Those experiences, along with the application of marketing, accounting, and management principles from my classes have helped me promote and maintain my business. The business has had over \$1.3 million in gross sales since its creation in 2008.

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[Contact Jackson on LinkedIn](#)