

# FREDERICK THOMPSON

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## EDUCATIONAL BACKGROUND

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University of Maine, *B.S. Chemical Engineering*

May 1984

North Carolina State University, *M. S. Chemical Engineering*

August 2019

## PROFESSIONAL EXPERIENCE

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Winston-Salem Forsyth County Schools

2004 – present

*Mathematics Classroom Teacher, East Forsyth High School*

- Provided Value-Added Education as indicated by State Math 3 EOC Test Scores.
- Successfully managed 125 – 150 high school students through the process of developing mastery of the mathematics curriculum. as evidenced by End-of-Course (EOC) test scores.
- Responsible for relationship building with student families to ensure student success in the classroom, through multiple communication strategies intended to offer family support, including conferences, “push” technology, and “Ten Ideas to Increase Student Success”, leading to high Customer Satisfaction and increased parental involvement.
- Collaborated with fellow educators on the development of workshops on the new Common Core State Standards (CCSS), offered district-wide.
- Facilitated these professional development workshops, allowing for the immediate implementation of the new standards.
- Nationally recognized presenter of creative and innovative methods for mathematics instruction. (NCTM Regional and Annual National Conferences)

Frame Expressions, Kernersville, NC

2002 – 2004

*Small Business Owner*

- Responsible for all facets, including: strategic planning, marketing plans, sales strategies, staffing, finance, and systems for work flows.
- Coordinated a variety of marketing methods including networking, quarterly newsletters, press releases, direct mail, and community art shows.

The Salem Collection, Winston-Salem, NC

2001 –2002

*Plant Manager*

- Improved production efficiency within the first month.
- Prepared weekly cost analysis reports, and met with the owners to discuss results.
- Managed a workforce of 70, including hiring and scheduling.

Artistree, Kernersville, NC

1999 – 2000

*General Manager*

- Sales exceeded budget by 30%, and gross margins improved by 3%.
- Improved Customer Satisfaction through improved communication.
- Managed a workforce of 100, made up of production, warehouse and clerical staff.

TouchVision, Seal Beach, CA

1998 – 1999

*Marketing Director*

- Responsible for coordinating the sales and marketing efforts of the interactive touchscreen kiosk company, including lead generation and follow-up, proposal writing, sales presentations, marketing collateral, press releases, trade shows, press releases, new market exploration, and marketing personnel management.
- Provided oversight for a corporate name change. Tasks included name and logo selection, the development of a new corporate identity package, press releases, and web site redesign.
- Responded to government Requests-for-Proposals, both in writing and in-person.

Frame Express, Long Beach, CA

1989 –1998

*Small Business Owner*

- Responsible for all facets, including: strategic planning, marketing plans, sales strategies, staffing, finance, and systems for work flows.
- Coordinated a variety of marketing methods including networking, quarterly newsletters, press releases, direct mail, and community art shows, resulting in a Top 3 market position in a population area of 430,000.
- Supervised and provided training for a staff of five employees.

Dexter Water Management, Los Alamitos, CA

1988 – 1989

*Technical Sales Representative*

- Provided consultative engineering sales and services for the water & waste treatment industries, primarily for boiler systems and cooling towers.
- Acquired a knowledge base across a broad range of industries including:
  - light industrial and manufacturing, co-generation utilities, medical centers, and commercial real estate
  - Offered professional assistance for process problems, including efficiency and assessment studies, regular water analysis, and operator training seminars.

Merrill Lynch, Long Beach, CA

1987 – 1988

*Financial Consultant*

Betz PaperChem, Garden Grove, CA

1984 – 1987

*Technical Sales Representative*

- 60% annual sales increase 1986 vs. 1985; Active accounts doubled; Sales base broadened to include all product lines.
- Provided consultative engineering sales and services to the paper industry. Ongoing service included continual cost effectiveness monitoring and new product chemical trials.
- Installed and maintained chemical application equipment.
- Consulted on all technical matters with mill personnel as appropriate.
- Presented key accomplishment and progress reports to senior management.
- Updated market surveys on a quarterly basis.