

Brandy Sanford

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EDUCATION

UNIVERSITY OF NORTH CAROLINA WILMINGTON

Wilmington, NC

Master of Science

Major in Instructional Design

Cumulative GPA: 3.8/4.0

Relevant Coursework: Multimedia Design & Development, Theory & Research, Assessment & Evaluation

NC AGRICULTURAL AND TECHICAL STATE UNIVERSITY

Greensboro, NC

Bachelor of Art

Major in Liberal Studies

Cumulative GPA: 3.3

WORK EXPERIENCE

ROOMS TO GO

Greensboro, NC

Sales Professional/Design Consultant

August 2023- Current

- Conduct daily sales meetings and weekly sales training which increase product knowledge for sales associates.
- Reach monthly performance objectives and generated over \$1.3 million in sales.
- Reached out to customers after completed sales to evaluate satisfaction and determine immediate service requirements.
- Utilized CRM software tools effectively for tracking client interactions, follow-ups, deals progressions.

GUILFORD COUNTY SCHOOLS

Greensboro, NC

1st Grade Teacher

August 2020- February 2024

- Developed and designed instructional materials using Eureka Math and Amplify Reading to increase students mathematics by 30% and reading scores by 93.9%.
- Worked with Subject Matter Experts to obtain information required to develop objectives, design lesson plans and evaluate effectiveness.
- Analyzed instructional content, teaching methods, and student feedback to identify strengths and weaknesses; developed targeted solutions that improved overall learning outcomes for 21 students in the classroom.

E.C. Assistant Teacher

- Implemented evidence-based instructional strategies tailored to each student's unique learning style, promoting greater comprehension across subject areas.
- Enhanced students learning experiences by implementing individualized educational plans and adapting teaching methods for special needs students.
- Partnered with speech therapists, occupational therapists, and other related service providers to ensure comprehensive support for each individual student's growth and progress.
- Responded proactively to emerging challenges by adapting instructional strategies as needed, ensuring continuous progress toward established goals for each student's academic success and personal growth.

2nd Grade Teacher

- Delivered actionable feedback to curriculum facilitators and administrators regarding student progress; leveraged data from NWEA MAP assessments, resulting in targeted interventions that improved reading proficiency levels for 15 students each quarter.
- Designed and presented lesson plans in one or more academic subjects using a variety of teaching techniques to appeal to diverse learning styles.
- Customized lesson plans for 25 students with varied educational requirements, implementing hands-on activities and assistive technologies; led to enhanced comprehension scores, with 80% of students demonstrating improved performance in assessments.

SKILLS

Communication

Data-Driven Decision Making

Employee Training

Client Account Management