

SAMUEL ODUSELU

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SUMMARY OF QUALIFICATIONS

- 2 years of Management and Supervisory experience leading 21 employees
- Strong public speaking skills acquired through facilitating numerous career development workshops
- Effective written and verbal communicator able to initiate and foster relationships
- Industrious team-player with the initiative to take charge when the need arises
- Multiculturally competent negotiator able to work with clients of diverse cultures
- Experienced user of C3M, Social Media: Facebook, Twitter, LinkedIn, Symplicity, and Microsoft Office

PROFESSIONAL EXPERIENCE

University of West Georgia, Carrollton, GA 2011 - Present
Career Counselor

- Co-created the new Career Development Program at UWG which helps hundreds of students to decide, plan, prepare for and reach their ideal career goals while increasing students success
- Counsel 20-25 clients weekly on various career development components such as: career choice, career transition, developing a job search strategy, choosing a major/career, networking and creating focused resumes
- Taught 18 students in a Career Decision Making Class in support of The Complete Georgia Initiative
- Collaborate with faculty, academic advisors and other department heads to provide excellent career development services to the student population
- Conduct and facilitate several presentations for classes of 25-160 students on topics such as career development, choosing a major/career, Myers Briggs, Leadership and Strength Quest
- Interpret MBTI, Strong, and Strength Quest assessments and provided individuals with solid information to explore career options based on their intrinsic values
- Created a successful strategic marketing plan which increased the number of students that use our services
- Supervised and trained Graduate Assistants

Georgia State University, Atlanta, GA 2009 – 2010
Career Counselor Intern

- Counseled 15-20 students weekly on various career development components such as: developing a job search strategy, choosing a major/career and creating focused resumes
- Conducted and facilitated several presentations monthly for 25-40 students on topics such as career development, resume writing, interviewing skills, job search skills and networking skills
- Co-facilitated job fairs for students and alumni
- Introduced career services to groups of 30-75 incoming freshmen to heighten their awareness of the importance of early and on-going career planning
- Co-facilitated a career group which helped students implement the career development process in order to make informed choices

C.C.M Academy, Marietta, GA 2004 – 2009
Teacher

- Updated curriculum to improve students' learning outcome
- Motivated students to take their education seriously resulting in 50-60% of the students on honor roll
- Developed creative and engaging lesson plans that captured students' attention and increased learning
- Taught students subjects such as Math, English, History, and Science
- Graded students' class work, homework, quizzes, tests and exams

CompuCredit, Atlanta, GA 2002-2008

Accounts Manager

- Coached & developed co-workers in order to improve overall team performance
- Negotiated and coordinated payment arrangements with clients
- Advised clients on financial options available to them
- Awarded “Best Overall Performer” 2008

O.H.I., Norcross, GA 2000 - 2001

In-Store Promoter

- Conversed with customers in order to schedule appointments with clients for in home consultations
- Boosted leads to land sales for home improvements in client’s homes
- Increased overall sales by 20%

Equifax, Marietta, GA 1999 – 2000

Accounts Manager

- Developed new methods of increasing employee morale
- Created new incentives for employees to increase production
- Negotiated and coordinated payment arrangements with account holders
- Advised account holders on financial options available to them

Direct Sales International, Smyrna, GA 1997 - 1999

Assistant Manager

- Successfully managed an Accounts Receivable Department of 21 employees
- Created and implemented training courses for new hires and employees increasing profitability and efficiency
- Successfully managed difficult clients and negotiated payment arrangements
- Created new incentives for employees that increased production and exceeded goals

CERTIFICATIONS

- Nationally Certified Counselor (NCC)
- Certified Strengths Quest Practitioner (SQ)
- Certified Myers Briggs Practitioner (MBTI)
- Certified Career Management Coach (CCMC)
- Certified Human Behavior Consultant (DISC)

PROFESSIONAL ASSOCIATIONS

- Member of National Career Development Association (NCDA)

EDUCATION

Georgia State University, Atlanta, GA

Masters of Science, Professional Counseling: Career Development (GPA 3.8)

Kennesaw State University, Kennesaw, GA

Bachelor of Science, Organizational Communication and Minor, Business Management (GPA 3.6)