DAVID ANDREW CHAPMAN

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EDUCATION

Bachelor of Science, Elementary Education.
Concentration: Science.
University of Maryland, College Park, May 1999.

EXPERIENCE

Estimating / Project Manager / Marketing / Inside Sales / Outside Sales
General Marine Leasing, Belle Chasse, LA. June 2001 – July 2003.

- Prepare and submit quotes and bids to existing and prospective clients.
- Coordinate all aspects of jobs booked, including preparation, transportation, and service calls while equipment is on-site.
- Periodic on-call duty (24hrs / day for one week) to handle all aspects of service.
- Creation and implementation of market strategies aimed at generating business with new clients and in new markets.
- Inside and outside sales, including cold calling prospective clients.
- Webmaster, including updates and complete overhaul of existing site: www.generalmarineleasing.com
- Edit and organize 1000's of photographs for use in print media, website, and other applications.

Regional Marketing Representative (Outside Sales)
Global Industries, Ltd., New Orleans, LA. January 2000 – June 2001.

- Establish and maintain relationships with current and prospective clients.
- Weekly reports on market analysis.
- Responsible for more than 150 clients.

Digitizer and Production Manager
Embroidery Works, Harvey, LA. July 1999 – January 2000.

- Prepared artwork for embroidery using Wilcom's ES software, v6.0.
- Scheduling of 30-50 designs per week for three digitizers (including self).
- Customer liaison for more than forty companies.

SKILLS

- Computer: Extensive use of Microsoft Office, including Microsoft Word, Excel, PowerPoint, as well as MS Outlook, MS Publisher, Adobe Photoshop 7.0, and Adobe PageMaker 7.0.
- Proficient using Adobe Illustrator 10, Corel Draw! 7.0, and ACT!.
- Web Page Production, including broad knowledge of html code.
- Typing: 50+ words per minute.

ACTIVITIES

- American Petroleum Institute, Fall 2000 - present.
- Coastal Conservation Association, Fall 2001 - present.
- Choir, First Baptist Church of Kenner, Fall 2000 – present.
- Worship Team Guitarist, Campus Crusade for Christ, Fall 1996 – Spring 1999.
- Disk Jockey, WMUC radio, University of Maryland. Fall 1995 - Spring 1999.
- Avid Golfer since 1991; Handicap: 18.