

# Andrew McGown

(303) 887-0475

AndrewPMcGown@gmail.com

8691 E Dry Creek Rd Unit 813 Centennial CO 80112

## SUMMARY OF QUALIFICATIONS:

- Comfortable and adept in forming professional relationships under any circumstances.
- Passionate and highly motivated individual; one who learns quickly, adapts to new environments well, and has proven problem-solving skills.
- Years of experience in a leadership role. Practiced in every sphere of management, including conflict resolution, public speaking, and generating positive work environments.
- Experienced and successful in all aspects of the sales process including prospect development, qualifying, product presentation, closing, and account management.

## EDUCATION: **Benedictine College - Atchison, Kansas**

*Bachelor of Arts in Theology and in Youth Ministry, May 2010*  
*Minor in Psychology, GPA 3.63*

## **The Augustine Institute - Denver, Colorado**

*Masters of Theology, expected May 2015*

## EXPERIENCE: **Benedictine College – Atchison, Kansas**

*Director of Music Ministry, Theology Tutor*     **August 2007 – May 2010**

- Recruited and managed a student band responsible for leading Sunday night services each week. Duties included auditioning, organizing schedules for rehearsals and weekly services, and mentoring students.
- Helped mentor struggling students in both Theology and Youth Ministry.

## **Risen Christ Catholic Church - Denver, Colorado**

*Coordinator of Youth Ministry/Music Ministry*     **July 2010 – September 2012**

- Helped create and lead youth programs for junior high and high school aged students. Planned and executed weekly large group meetings of over 100 students.
- Directed the creation and implementation of a new small group ministry. Responsible for marketing, recruiting, and training adult volunteers. Other duties included monthly one on one's with volunteers and program assessment meetings.
- Created and lead an adult volunteer training program.
- Recruited and managed a group of adult musicians responsible for leading worship at Sunday night services.

## **Cbeyond Communications - Denver, Colorado**

*Territorial Sales Representative*     **November 2012 – Present**

- Completed Cbeyond's five week nationally recognized sales training.
- Generated sales through cold calling and teleprospecting.
- Developed and maintained relationships with prospects through professional communication, needs analysis, and cost consulting.
- Used multiple CRM platforms (including Salesforce) on a daily basis to organize and plan sales activity.
- Created an entirely new territory management and organization method that is now taught to newly hired sales representatives.

# References

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**Erwin Damaso** - (720) 331-4744 – Erwaso@gmail.com  
*Team Lead* – Cbeyond Communications Denver, CO

**Adrian Quintero** - (303) 877-8872 – Adrian@RisenChristChurch.org  
*Director of Youth Ministry* – Church of the Risen Christ Denver, CO

**Fr. Brendan Rolling OSB** – (913) 360-7655  
*Director Mission and Ministry* - Benedictine College Atchison, KS