

Kim Y. Macpherson

Experience

2009 - Present Irving ISD. Irving, TX
Classroom Teacher

- Develop with PLC weekly lesson plans for on-level 11th, PSAT/SAT/ACT elective and Dual Credit, 12th grades.
- Administer tests and student evaluations.
- Analyze student performance.
- Support and utilize AVID teaching strategies.
- Conduct student collaborative learning groups as well as individual reading, writing, and critical thinking activities.
- Foster a classroom environment conducive to learning and promoting excellent student /teacher interaction.
- Provide before and after school student tutoring sessions which provide students the opportunity to achieve academic success.
- Participate in faculty and parent conferences.

2008 - 2009 Jean Massieu Academy Arlington, TX
Classroom Teacher

- Delivered ELAR and Social Studies instruction for 6th, 7th and 8th grades.
- Delivered differentiated instruction for hearing impaired and/or English Language Learners.
- Foster a classroom environment conducive to learning and promoting excellent student /teacher interaction.
- Participated in ASL classes.
- Participate in faculty and parent conferences.

2006 - 2008 Allied Waste Services Houston, TX
Southwest Region Training Manager

- Delivered classroom style sales training for the Allied Waste southwest region, supporting outside and inside sales, telemarketing sales representatives.
- Developed in-house telemarketing training program, delivered region sales model for success, as well as worked extensive with district sales manager in coaching first line management.

1994 - 1998 Xerox Corporation Lewisville, TX
National Training Manager

- Managed a team of regional product and sales skills trainers supporting 200+ office equipment stores across the lower 48 states, Hawaii, Alaska and Canada.
- Maintained a training territory simultaneous to managing the regional trainers.
- Developed training curriculum for on-site and remote product and sales skills within the dealer channel.
- Expanded training to include growing emphasis on networked and software driven products and services.

1983 - 1994 Xerox Corporation Lewisville, TX
Region Trainer

- Developed and delivered quality sales reinforcement training modules.
- Developed and delivered newly hired sales representatives Xerox product training curriculum.
- Provided high quality new rep product and sales training within a specified 23 state region, continually resulting in high customer satisfaction.
- Developed first-rate competitive face-off program and competitive sales strategies curriculum.
- Delivered professional demonstration techniques training and evaluation of field sales representatives.

1983 – 1986

Adjunct Instructor Grayson County Community College Denison, TX
• Taught Freshmen Composition

1980 - 1983

Adjunct Instructor Texas Woman's University Denton, TX
• Taught Freshmen Composition

Education

- Texas Woman's University Denton, TX
- M. A., English. Unpublished Professional Paper: Stylistical Analysis of Margaret Walker Alexander's Jubilee and Alex Haley Roots

- Kansas Newman College Wichita, KS
- B.A., English and Sociology with minor in Psychology. Published poetry and short stories in KNC Literary Collection

Teaching Certifications

- English Language Arts and Reading 8-12
- English Language Arts and Reading 4-8
- Generalist 4-8, ESL Supplemental
- Pedagogy and Professional Responsibility