**Chad Zitzner**

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**PROFESSIONAL EXPERIENCE:**

**San Jose Unified School District**, San Jose, CA 2004 to 2017

**Teacher**

* Taught at Broadway, San Jose Community (High School and Middle School students) all Core subjects (Math – Pre Algebra and Algebra; Science – Earth Science, Biology and Physics; English, Social Studies – Economics, Government, US and World History; PE and Art).
* The students at these schools are considered “at-risk”, and teachers must find ways to help the students relate to the different subjects being taught as well as find learning techniques that meet curriculum requirements.
* Many students are in need of life skills that will help them succeed in a work environment. Incorporating week-long activities to teach them skills like sewing, resume building, how to search for jobs, as well as introducing them to new activities required lots of planning and organization.
* Received teacher of the year honors 2 different years while teaching at San Jose Community 2012-2013 and 2014-2015.

**Fremont Union High School District**, Sunnyvale, CA 2000 to 2004

**Teacher**

* Taught World and US History, Civics and Economics.
* Set up and ran an Independent Study program for 83 seniors that were in danger of not graduating, of which 54 completed the needed units while 6 more finished during summer school (2002-2003);19 of 19 students successfully completed work in 2003-2004.
* Created a program for students, 5 classes with an average of 28 students a class deemed “at-risk” due to lack of units. This allowed students the opportunity to learn life skills and gain knowledge of regular education in a different learning setting, while still keeping graduation hopes alive.
* Provided students with personalized learning techniques that fit individual needs as well as meeting curriculum requirements.
* Planned and taught classes during summer session.
* Based on my experience and knowledge, administration and departments requested me as a substitute teacher including teaching Foods and Child Development for a semester (Foods in 2003) and quarter respectively (both in 2001).

**Encanto Networks**, Santa Clara, CA 1998 to 2000

**Sales Manager Western Region**

* Supervised a group of up to six employees.
* Responsible for generating sales for Original Equipment Manufacturers (OEM) and other large target markets through relationship and direct sales channels.
* Initiate interest in new business model with an Application Service Provider (ASP) business with Internet Service Providers (ISPs) and fortune 1000 companies, as well as creating documents and contracts for this model. Responsibilities also included training of Value Added Resellers (VARs)/OEM dealers, managing our key accounts, generating interest with prospective VARs and OEMs and end-users, sales calls across the U.S., seminars for end-users and VARs, and cold calls.
* Lead in implementing forum to create better customer satisfaction knowledge-base within the company from 15% of customers by learning their needs, frustrations, and successes then making choices for how we could best satisfy entire customer base. Successfully monitored, stored data, and generated product path to continue customer satisfaction.
* Headed successful company-wide upgrade program in a planned 140 day deadline and rewarded with the Initiative Award for completing the upgrade program one month ahead of schedule.
* Initially hired as Inside Sales Rep of the Eastern Region. Led sales department in sales closed, and was promoted to Sales Manager for the West within a year of the start date.
* Within two weeks they entrusted me with doing presentations on the road for customers.

**Mitsuba/Anova Microsystems, Inc**., San Jose, CA 1995 to 1998

**Sales/Purchasing Lead**

* Responsible for many top accounts including Netscape Communications, Perkin Elmer Applied Biosystems, Ernst and Young, LLP. Job responsibilities included purchasing and selling of products, as well as being current on new and old product features. Required to generate new business by targeting and engaging prospects.
* Designed a return authorization process that was implemented by management and reduced overhead costs by approximately 10%.
* Organized orders form different accounts and kept purchasing of these accounts up to date which led to improved efficiency.
* By bringing in numerous new clients, the company removed me from the quota system and awarded me with a percentage of company earnings.

**COACHING EXPERIENCE:**

**Mountain View-Los Altos High School District**, Mountain View, CA 2000 to 2014

**Mountain View Girls Basketball Assistant Coach** (2009-2014)

* Assist in practices and creating offense and defense to help out the Varsity coach and both JV and Varsity teams.
* Broke down film for players explaining what needed to be done to help improve their games.

**Mountain View Boys Basketball Coach** (2000-2009)

* Coach and plan basketball seasons and ran F/S Tournament for 9 years. F/S coach for Boys Basketball for 8 years, Varsity for Boys Basketball 1 years.
* Helped organize fund raising for the athletic department: including a 9/11 fund raiser that on its own brought in $2000 for a high school in New York City and one donating money raised in the name of Brandon Lutz, a Mountain View student who passed after his 3-year battle with cancer, to Saint Jude’s Children’s Hospital in 2009.
* Ran numerous off-season conditioning and training programs, and have run the F/S summer league at Fremont with Coach Miguel Castillo at Fremont HS from 2005 to 2009.

**Mountain View Badminton Coach** (2007 to 2010)

* Coach and plan badminton seasons for both JV and Varsity.
* Running SCVAL playoff tournament at Mountain View for F/S players in May 2010.

**Castilleja School**, Palo Alto, CA 2010

**Coach, Middle School Girls**

* Coached a 7th/8th grade girl’s basketball team.
* Created plans for practice to help develop players based on requests from Varsity Basketball coach.

**Ninja Basketball Organization**, San Jose, CA

**Basketball Coach** 2009 to 2010

* Coach and develop 6th grade boys basketball for a non-profit organization.
* Help organize tournaments and encourage athletes outside the organization to be a part of it.
* Work with schools to create practice schedules around gym time available.
* Will follow this team through to their senior year season.

**Fremont Union High School District,** Sunnyvale, CA 2003

**Fremont Baseball Coach**

* Coached the F/S Baseball team and worked with the Varsity team.
* Ran drills, created workout programs for the players, and created a driving pool for away games.
* During teaching years at Fremont from 2000-2004, when Mountain View season ended I assisted boys basketball program during playoffs.

**San Jose Unified School District**, San Jose, CA 1997 to 1998

**Leland Basketball Coach**

* Coach and plan basketball season for freshman team.
* Worked as an assistant for JV and Varsity teams.
* Created and ran pre-season conditioning for all programs.
* Organized parents into a driving pool for away games.

**EDUCATION:**

**San Jose State University**, San Jose, CA 2007

Masters of Education in Leadership

**University of California at Davis**, Davis, CA 1995

Bachelors of History