

David M. Hildebrand

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<http://portfolio.sodalitious.info>

Current Professional Goal: Leverage my unique skillset to maximize student learning solutions and teacher effectiveness.

EDUCATION / CERTIFICATION

- 2004- Master of Arts- Teaching (The Johns Hopkins University, SIMAT)
- 1988- Bachelor of Arts- Sociology (Wheaton College)
- Advanced Professional Teaching Certificate: Social Studies 6-12- Maryland

EXPERIENCE

Carver Vocational Technical High School (Baltimore, MD 2015-Present)

- Social Studies Teacher

Heritage High School (Baltimore, MD 2013-2015)

- 10th Grade Team Leader / Administrator
- AP US Government & Politics, World History
- AVID Coordinator / Elective Teacher
- Tech Lead / Scheduler / Grade Reporter

Western High School (Baltimore, MD 2003-2013)

- 9th grade World History & World History Honors
- 10th grade American Government & American Government Honors (HSA Pass Rate 97.3%)
- 11th grade United States History & United States History AP
- 11th/12th Sociology, Economics
- Supervised a teaching intern from Johns Hopkins during the Spring of 2004
- Supervised Notre Dame full time intern (Jordan White) 2011-2012
- Advisor for Class of 2007
- Debate Coach for Baltimore Urban Debate League, 2004-2005
- *9 years experience at Western: All Proficient evaluations*
- Summer Bridge Program for incoming 9th graders 2004, 2005, 2006, 2007
- HSA Government Saturday Academy 2007, 2008
- Teaching American History Seminar (Brad Simpson, UMBC "American Foreign Policy," 2006)
- Subsequent TAH: 2007, 2011
- Summer AP Institute (Morehead State University, KY, 2006)

- Gilder Lehrman Institute (Phillip Morgan, Johns Hopkins, "Freedom and Slavery in the Atlantic World," 2007)
- Bryn Mawr AP US History Institute (2012, 2013)
- US History AP Reader (College Board, Louisville, KY- 2008, 2009)
- Mentor for New Social Studies Department Teachers (Jeff Martin)

2002-2003: Paul Lawrence Dunbar High School (SIMAT Internship)

EXPERIENCE PRIOR TO TEACHING

Store General Manager- Sears, Roebuck and Co. (Falls Church, VA 1998-1999)

- Opened new full-line store in historic 155,000 square foot facility, coordinating all merchandising and operations connected with the total renovation.
- P&L accountability, "four-wall" responsibility.
- \$28M annual revenues; \$8M inventory; 12 direct report managers; 350 associates.
- Set company record for Grand Opening results (+\$900,000). Led District in Customer Enthusiasm scores (+6% over Region).
- Responsible for ensuring the training of new staff and associates in process, procedures and customer service.

District Merchant- Sears, Roebuck and Co. (Washington, DC 1997-1998; Memphis, TN 1995-1997)

- Multi-store vertical business runner for Tools, Hardware, Lawn/Garden, Sporting Goods, Paint, Plumbing and Floor covering.
- P&L accountability, merchandising and operations consulting.
- +\$30M revenue growth, improved margins of \$11M. Strategic planning for new stores; remodeled 12 stores.

Sales Promotion Manager- Sears, Roebuck and Co. (Hoffman Estates, IL 1993-1995)

- Responsible for planning all print and electronic advertising and promotions for the \$2.5B Tool,

Paint and Plumbing business for Sears' 800+ store chain of full line stores.

- Innovated marketing design for new product development.
- Leadership in financial analysis, branding strategy and marketing communications.
- 1994 Chairman's Buying Award.
- New product development; new promotional vehicles and events; Craftsman Club direct mail.
- Managed advertising assets over \$195M; extensive agency involvement
- Communication of tactical direction for events and seasonal/monthly promotions activity to company executives, including mass presentation during the company's three annual field meetings.

Merchandise Manager- Sears Hardware Stores (Hoffman Estates, IL 1991-1993)

- Key member of the transition team that took this off-the-mall specialty store format from small strip design to the current 25,000 square foot prototype.

- Responsible for Lawn/Garden/Seasonal departments for store layout, merchandising, pricing, inventory and advertising.
- Extensive new and remodel store involvement.
- Communication and liaison with store managers.
- New vendor selection and setup; innovated new fixture design.
- Planning of new distribution strategies and cost control.

Replenishment Manager- Sears Hardware Stores (Chicago, IL 1990-1991)

- All regular and seasonal buying of Lawn/Garden power equipment for 100+ store chain.
- Sales planning, inventory allocation, performance analysis and internal/external customer support.
- Frequent market travel.

Store Manager- Sears Hardware Stores (Hoffman Estates, IL 1989; Willowbrook, IL 1988)

- P&L accountability for \$1M hardware store.
- Significant impact on sales and margin growth.

OTHER

Teaching and Learning Internet Portal: <http://Sodalitious.info>

BIG INTERESTS!

- *Social Science*: Economic History, Geographic development (Metropolis-Periphery), Dynamics of growth and decline
- *Technology*: Digital HTML5 based content and LMS publishing, including offline apps – all that work seamlessly across multiple platforms (desktop, touch, tablet, smartphone). Pursuing these interests, I've taught myself multiple web languages, including MySQL, HTML, CSS, Flash, ColdFusion, Php, etc.

REFERENCES

Available on Request