

## **Spencer R. Grace**

15809 W. Caribbean Lane, Surprise, AZ,

85379/714-404-4430

Spencer.R.Grace@gmail.com

### **PROFILE:**

Ambitious business professional specializing in building partnerships to identify opportunities and support organizational objectives.

### **AREAS OF EXPERTISE:**

- Content delivery in live and virtual settings
- Business travel and professional development experience for adult learners.
- Write clear, creative content for various audiences both live and online.
- Managing client relationships to ensure contract compliance while minimizing risk.
- Teamwork and collaboration with internal and external stakeholders.
- Prioritizing tasks within a project to meet deadlines and achieve optimal results.

### **PROFESSIONAL EXPERIENCE**

#### **USAA FINANCIAL SERVICES; Phoenix, AZ, 2018-Present**

*Insurance Service and Acquisitions Specialist*

- Frontline insurance analysis, acquisitions, and management for USAA members nationwide.
- Wrote and delivered contract management training.
- Negotiated and sold over 1,000+ individual insurance contracts on various assets in all 50 United States.
- Secured organizational capital by establishing proper insurable values for homes and other assets.
- Juggled multiple members, contracts, and other duties.

#### **SECONDARY MATHEMATICS EDUCATOR; Phoenix, AZ 2010-2017 and Charleston, SC 2017-2018**

*Credentialed Public School Educator*

- 7+ Years teaching secondary Math in a middle or high school setting
- Led classrooms with 30+ students at a time and upwards of 200 students in one school year.
- Wrote and facilitated content in various disciplines for multilingual audiences.
- Utilized web0based technologies to create blended learning as well as virtual lab environments.

#### **REAL ESTATE EXCHANGE; Long Beach, CA 2005-2010**

*Business Development Specialist*

- Developed property analysis spreadsheets and presentations through Excel and Powerpoint.
- Primary client contact for individual donors and non-profit organizations.
- Identified market patterns to provide efficient marketing materials for non-profit organizations
- Increased donor bases through Investment Property Program designed for senior donors owning income properties.
- Collaborated with teams of non-profit and real estate professionals to create proposals.
- Developed marketing programs including design, distribution, analysis and remediation.

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### **SPENCER GRACE CONSULTING 2010-2018**

**BASEBALL IRELAND;** Dublin, Ireland, 2017-2018

#### *Development Officer*

- Doubled local participation through a grass-roots marketing campaign.
- Represented Baseball Ireland at Prague Baseball Week and The European Championships in Ljubljana, Slovenia.
- Organized, managed, and coached the Baseball Ireland All-star team to aid in National Team training.
- Aided in the development of the Ashbourne International Baseball Centre, the eventual host of the 2018 C Pool European Championships.

**KIDS N' US EARLY LEARNING SCHOOL;** Mill Creek, WA, 2013-2014

#### *Business Development Consultant*

- Directed a staff of eight (8) managers within Kids 'N Us on the Quality Rating Improvement System.
- Streamlined information systems to allow for seamless transitions through organizational change that resulted in optimal funding through an exemplary score upon final project evaluation.
- Led corporate-wide training activities to address the implementation of new practices and procedures.
- Principle contact responsible for meeting with and gathering information from Early Achievers and government officials.

### **S. GRACE DEVELOPMENT**

*Student Training and Advisement 2010-2018*

- Supervised up to ten (10) direct reports while operating as the Varsity Head Baseball Coach.
- Managed the procurement, logistics, and community outreach for the revitalization of CSHS baseball facilities and image.
- Provided efficient training tools for families to increase scholarship opportunities.

## **EDUCATION**

**San Diego State University:** B.S., *Child and Family Studies (SDSU Rugby Team Member)*

**Rio Salado College:** Secondary Teaching Credential Program, *Secondary Math Credential*

**Santiago Canyon College:** A.A., *Liberal Arts (Baseball Team Member)*

## **CREDENTIALS**

**Personal Lines Insurance Producer;** AZ Resident, Active in 50 States, License #18886457

**Arizona Real Estate Sales License;** AZ DRE #: SA663848000

**Arizona Secondary Mathematics Teaching Credential;** Public Educator ID: 4256421

**South Carolina Secondary Mathematics Teaching Credential;** Educator ID: 488421