

Paul S. Deming

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Summary

Seasoned Instructor, Music Teacher and Chair Person for the Performing Arts Committee and member Marketing Committee at [Rohan Woods School](#). Strong communications and leadership skills. Music Director at Garden Chapel Church, Lead Guitarist and singer in the [Ralph Butler Band](#). Experienced Karate Instructor and Telecommunications Consultant.

Music Education

- Webster University, St. Louis, BA. Music Education, 1978
- Orff Music Level 1 Certification, Webster University, 2001

Additional Training

- Voice, Data & Distribution Systems, AT&T, Cincinnati, OH 1988
- Air & Power Systems, Liebert Manufacturing, Columbus, OH 1991
- Quality & Productivity, Dr. W. Edwards Deming, St. Louis, MO 1992

Experience

Music Specialist, Rohan Woods Elementary School 2001 to Present

Music teacher for all classes, K-6 Elementary School. and pre-school 3-year olds. Certified in Level One Orff Instruction. Musician, Songwriter and Director for Christmas and Spring School Performances.

Accomplishments: Instituted school recorder performance program. Created compositions featuring student soloists and performers. Accompanied and helped supervise a sixth-grade class to a week-long trip to Crow Canyon for the schools first archeological dig.

Owner, Consultant, Green Day Telecom. 1995 to Present

Provide telecommunications consulting, project management, Key System and Voice Mail Design, installation and maintenance.

Accomplishments: Designed and implemented auto-attendant systems for Robert Wood Realty, Princeton Partnership, Greenberg Development and others.

Account Executive, The Bick Group '90 to '94

Presented design/build & consulting services for computer rooms and high-tech facilities. Sold installation and maintenance services. Designed and installed PBX for Disaster Recovery Organization.

Accomplishments: Generated over \$1 Million in sales in less than two years.

Account Executive, AT&T Information Systems '87 to '89

Presented AT&T voice and data communications equipment and premise distribution systems in a consultative selling style.

Accomplishments: Generated over \$500,000 in new sales in 1989. Achieved highest percentage sales over quota in 1989 for all of Missouri and Kansas. Created and implemented

cost saving ideas resulting in improved customer satisfaction.

National Sales Manager, Sorkin's Directories '86 to '87

Provided leadership and sales strategies for a start-up business directory and computer database organization.

Accomplishments: Exceeded sales quotas and helped establish and manage St. Louis and Kansas City sales offices.

Program Director, Maritz Motivation Company '84 to '86

Created proposals, budgets and presentations for client incentive programs and managed implementation of sold programs.

Accomplishments: Produced and managed programs representing over \$1.2 Million in annual merchandise and travel sales.

Program Administrator, Missouri State Council on the Arts '78 to '84

Recommended appropriations to a state appointed board for over 1200 programs. Implemented and managed Council funding decisions for \$7 Million in State support for cultural events and activities. Organized and conducted grant writing workshops throughout the state of Missouri.

Published Songs and Recordings

- Composed and recorded [Wise Men Still Seek Him](#) CD in 2005.
- "From the Rising of the Sun" published in 1976 by Integrity Music.

Honors Awarded

- Third Degree Blackbelt, 1998
- Liebert Rookie of the Year, 1991
- AT&T Achievers Club Recipient, 1990
- Outstanding Citizen of the Year, St. John, MO. 1984

Associations Member

American Shotokan Karate Alliance

References available upon request.