

EDWARD R. KELLIHER JR.

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Web and Graphic Work Examples: <http://www.logan5.net>

OBJECTIVE

A managerial, sales, or computer related position where I can put my strengths to where they can most be used. I have a passion for helping others which is equaled by my passion for computers and technology. I would like to find a position that focuses on one of those areas or more combined.

SUMMARY

- Highly motivated, creative and versatile executive with eighteen years of experience working at a small business, in the fast growing professional martial arts field. Especially skilled at building effective, productive working relationships with clients and staff. Excellent management, negotiation and public relations skills. Managed and oversaw day to day business functions for nearly ten years. I lead by example and find out what people truly want and need, so I can serve them best.
- Have used computers since the age of ten, where I started programming and earned several awards for programming, always trying to learn more whether it's graphical, networking, or programming, then apply it towards something I'm working on. Created hundreds of computer graphics, making full page ads, postcards, flyers, posters, and websites including flash based. Focus on delivering what a customer envisions as their end result, making sure I communicate often with them, until the final product is delivered.
- Have a fourth degree black belt in T'ang Soo Do style of karate with over twenty years of experience. It takes discipline, emotional fortitude, and a lot of effort to reach the point I currently am at. Out of the thousands of students that have attended A. J. Bartlinski's Karate Supercenter, I am one of two to make it to this level.

SELECTED PROFESSIONAL EXPERIENCE

Cellular Sales

Verizon Sales Consultant

March 10, 2014 - Current
6513 Kingston Pike, Suite 106
Knoxville, TN 37919
(877) 851-0649

Dream Home Remodeling Inc.

Marketing and Sales Contractor

August 13, 2013 - October 29, 2013
7255 Standard Drive, Suite E
Hanover, MD 21076
(410) 712-7222

Best Buy Stores, L. P. (Arundel Mills)

Lifestyles Sales Consultant

August 31, 2012 - March 29, 2013
7000 Arundel Mills Circle Ste F1
Hanover, MD 21076
(410) 540-8340

Martial Art of Karate Inc.

Manager/Chief Instructor and for several years Program Director

February 2, 1993 - December 4, 2010 (17 years 11 months)
A. J. Bartlinski's Karate Supercenter
302 N. Crain Hwy
Glen Burnie, MD 21061
(410) 768-0362

**PROFESSIONAL
EXPERIENCE
CONTINUED**

NTSB (National Transportation Safety Board)

Computer Graphics and Scanning Internship
September 2, 1996 - September 25, 1998 (2 years)
National Transportation Safety Board
490 L'Enfant Plaza East, SW
Washington, DC 20594
(202) 314-6000

**SELECTED
ACCOMPLISHMENTS**

- Helped organize and run charity fundraisers for the Alzheimer's Association, earning over \$25,000 for them in a five year span.
- Set a sales record at Arundel Mills Best Buy #1053 in November of 2012, bringing in \$150,000 in revenue and received recognition for it.
- Coached and coordinated the A. J. Bartlinski's Karate Demonstration Team for over six years, performing live martial arts shows with music and weapons.
- Created and managed the website for A. J. Bartlinski's Karate Supercenter, including the use of flash animations, videos, online interactive tutorials, and a mass e-mail system for communicating with the over 200 families that attended the school.
- Built relationships with local media, town officials, and Anne Arundel County Board of Education, to facilitate marketing for A. J. Bartlinski's Karate Supercenter. I oversaw our participation in parades, anti-bully, and stranger danger programs. The largest group I did a presentation for was 300 middle school children at Lindale Middle School.
- Created a partnership with the karate school and the board of education, making us the only official partner with them in the county.
- Created a marketing idea for martial arts schools that garnished international attention and was featured on the Educational Funding Company's website and their magazine dubbed a Dart Wars Day.
- Came up with a holiday marketing idea and implemented it for the karate school, helping us gain close to 45% of new students in six months time.
- While working for the NTSB, solely created the 1996 Annual Report to Congress and did so with Adobe Framemaker.

REFERENCES

Scot T. McBeth

104 Proctor Court
Glen Burnie, MD 21061
(410) 760-9860
Department of the Army (310th MI Bn, 902nd MI Group)
(301) 677-0790

Gabriel Ellis Wyant

889B Woods Road
Pasadena, MD 21122
(410) 437-1865
T Rowe Price Group
(410) 345-1658

Michael Janson

1016 Morgan Station Drive
Severn, MD 21144
(410) 365-3202
Teltronic
(443) 524-4512

**REFERENCES
CONTINUED**

Luzmorena Janson
1016 Morgan Station Drive
Severn, MD 21144
(410) 590-9130
Jessup Elementary School
(410) 222-6490

Cathy Tolley
298 Mountain Ridge Court Apt #B
Glen Burnie, MD 21061
(410) 440-6936
Biomedical Waste Services
(410) 437-6591

Francine Dzugan
1008 Big Baer Drive
Glen Burnie, MD 21061
(410) 949-7683
Department of Defense at Ft. Meade
(240) 373-5395

John Dzugan
1008 Big Baer Drive
Glen Burnie, MD 21061
(410) 595-6082
State Highway Administration
(410) 787-7650

Carl Joseph Lambert
2917 Mallview Road
Baltimore, MD 21230
(410) 491-1321
Grid One Solutions
(410) 766-6513