

TODD A. POOLER
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[Todd Pooler | LinkedIn](#)

Operations/ Sales Manager skilled in Project Development and Management, Training, and Human Resources

Highlights:

- Served 21 years in Active Duty U.S. Army
- B.S. Degree in Business Administration/Human Resource Management
- Servient leader, Production Oriented, and Superior Trainer
- Proficient with MS Office Applications and various CRMs

EXPERIENCE

RE/MAX PROFESSIONALS (Surprise and Mesa, AZ June 2013 - August 2014)

Operations Manager/ Realtor for REVISTO Real Estate Group - Developed and implemented company production systems, hiring procedures, and training programs. Initiated and negotiated property purchase contracts daily. Supervised the production, sales coaching & training, and hiring of 30 Independent real estate sales professionals and support staff.

- 2013 Top RE/MAX real estate team for closed sales transaction in Arizona ; over \$55 Million gross sales
- Recruited sales team from 8 to 30 sales professionals in 3 months

ANTELOPE VALLEY HIGH SCHOOL DISTRICT (Antelope Valley, CA July 2012 – June 2013)

Senior Officer Training Corp Instructor – Plan and implement an educational program in character building, citizenship, and goal achievement for 300 students each day in the largest ROTC program in the District.

- Develop curriculum and lesson plans; ensure students understand course requirements and evaluation procedures
- Mentor and train students in life learning skills

UNITED STATES ARMY Various Locations September 1991 – July 2012

District Recruiting Manager - 1st Sergeant (Phoenix, AZ/Glendora, CA March 2007-July 2012)

Directed the largest military recruiting district including nine Recruiting Stations in the Phoenix and Los Angeles regions.

- Supervised a staff of 60, empowering them to achieve goals
- Adopted business models in the military to capture the best applicants including plans to penetrate markets of opportunity
- Spearheaded U.S. Army's Pinnacle Recruiting Program

Accomplishment:

- Achieved 139% of assigned goal in 2009, ranking 3rd out of 242 districts in the U.S.
- Often performed contract negotiations with initial enlistees and re-enlistees

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EXPERIENCE - continued

Regional Recruiting Training Manager (Phoenix, AZ March 2006-March 2007)

Managed five districts and functioned as Training Manager for the Region.

➤ Directed managers in overcoming obstacles to the achievement of performance goals

Accomplishment:

- Increased quality production by over 28% in the Phoenix market over previous year.

Area Recruiting Manager (Los Angeles, CA February 1998-March 2006)

Managed one station; interacted with high school and college administrators and parents.

Accomplishment:

- Recognized as the best Area Recruiting Team out of 62 teams in the Los Angeles District 2003, 2002, and 2001.

Installation Anti-Terrorism Team Leader (Fort Bragg, NC September 1991-February 1998)

As Senior Leader of a Military Police squad, performed investigation procedures and anti-terrorism measures at Ft. Bragg, NC.

➤ Managed facilities, equipment, and vehicles with a value in excess of \$11M

EDUCATION

COLUMBIA SOUTHERN UNIVERSITY Orange Beach, AL

Honors: Magna Cum Laude

Bachelor of Science Degree in Business Administration /Human Resources Management 2012.

Coursework included: Business Law, Business Ethics, Business Policy and Strategy, Financial Management, Human Relations and Development, International Resource Management, Staffing Organizations, and Collective Bargaining.

Special Training:

Active Real Estate Sales License State of Arizona 2013

Senior Recruiting First Sergeant course 2006.

HR Manager 2004.

Senior Leader Course 2003

Senior Master Trainer Course 2003.