

Luke Weber

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Summary: Successful business owner and trainer with history of strong sales, excellent customer service, and providing meaningful mentorship to business professionals and students. Proven abilities in developing talent, producing positive outcomes, and making system processes more efficient and cost effective. 131 education credits total in business, teaching, coaching, and health which positions me well in a company. Goal is to find a full-time career within a company to use my knowledge, skills, and passion to help bring the company where it is currently to where it needs to be even more successful.

Professional Experience

Owner 2006-Current
Weber Worldwide: Cedar Rapids, IA

- Recruit and interview prospects interested in owning their own business through proven networking and selection process. Present time-tested business plan about being able to partner with manufacturers by selling their products and services to customers. Introduce concept one-on-one or in large groups 300-500.
- Provide guidance and strategies to help business owners become successful. Teach utilization of effective Web and franchising concept strategies, present business plan media slideshow, and demonstrate quality and value of products compared to competitors.
- Teach business skills including recruitment, supervisory information, account management, sales techniques, vision, specific office desktop application usage, social media presentations, and servant leadership.
- Assisted companies in developing \$10.8 billion dollars total in sales for 2014. Line of products and services are gift incentives, sport nutrition, industrial cleaning, agricultural, and more.
- Weber Worldwide expanded throughout the Midwest by replacing the (brokers, wholesalers, and retailers) between the manufacturers and customers making it cost-effective.

Autism Special Education Associate 2011-2015
Grant Wood Area Education Agency: Cedar Rapids, IA

- Organized schedules, and assignments, and the environment by having attention to detail of students needs
- Challenged students to reach potential by encouragement and positive and negative reinforcements
- Ensured safety and awareness working with students by collaboration planning with staff in advance
- Lead the staff team by bringing fresh learning ideas for students and incorporating them with success
- Conducted research and made business inquiries in order to come up with ideas where students would do job tasks and fun activities in an interesting organization. Students did job tasks at Catherine McAuley Center, Recycling Center, and Red Cross as examples. Students did fun activities at Super Skate, Indian Creek Nature Center, and local parks.

- Designed visual task systems that helped students develop new academic skills, new job skills, and new social skills. Students became productive members of society leading to having jobs and high school graduation.
- Developed a vocabulary system where students were able to practice, recognize new words and definitions with 100% accuracy.

Carpet Cleaning Technician

2001-2006

Klein Chem-Dry: Cedar Rapids, IA

- Served as cleaning technician to clean carpets/upholstery and help with flood damage of residential and commercial jobs with unique cleaning equipment.
- Assisted in helping Chem Dry expand into new locations including Iowa City, Cedar Falls, Dubuque, and Davenport by providing excellent customer service and utilizing interpersonal skills, and improving time spent on each job, averaging one customer per three vans.
- Assured the shop was cleaned each day and equipment was repaired, and loaded and unloaded heavy equipment. Was responsible for account invoices and inventory management

Volunteer Experience

Strength & Conditioning Coach

2003-2015

Xavier High School: Cedar Rapids, IA

- Supervised student athletes during workouts by keeping attendance, runs, and lift records.
- Created and Implemented designed workouts that requires proper form, safety, and pursuit of getting "bigger, faster, stronger."
- Mentored by using inspirational programs and personal experiences.
- Taught proper lifting, running, and agility by demonstrating proper form. Taught proper diet by showing nutrition facts.
- High graduation rates and state championships in basketball, football, and soccer.

Deaf Special Education Associate

1999-2011

Grant Wood Area Education Agency: Cedar Rapids, IA

- Effectively assisted students with assignments and activities by using the curriculum as a guide to meet goals
- Advised students on schooling, accommodation, and life decisions by using my personal experiences and recommending sources like Vocational Rehabilitation, Workforce Development, Colleges, and Grant Wood AEA
- Communicated to deaf students on how to handle realities when it comes to their hearing loss and encouraged them to lead a successful life

Education & Certifications

2015, ACT's National Career Readiness Certification, Silver Level
Iowa Workforce Development Center: Cedar Rapids, IA

2008, Bachelor of Arts in Movement & Exercise Science
Minor in Coaching, Electives in Finance and Teaching
University of Northern Iowa: Cedar Falls, IA

2010, Coaching Authorization
Iowa Board of Educational Examiner: Des Moines, IA