

Brandon Linden
Educator Success and Data Specialist
224.432-3930
Brandon.Linden@protonmail.com
[LinkedIn: Brandon Linden](#)
BrandonLinden.com

PROFESSIONAL EXPERIENCE

Curriculum Associates, LLC, Billerica, MA

Lead Account Manager (March 2019-July 2021)

- Territory Renewal rate of annually 90%-93%.
- Personal Renewal Rate of 91-94% annually.
- Manage an 18.7-million-dollar annual territory across five states.
- Manage 2.9-million-dollar in accounts personally.
- Manage a team of seven account managers to provide individualized and team management, coaching and support to territory Account Managers and Account Specialists.
- Managing *i-Ready* and *Ready* implementations across five states with weekly data, regular check in calls, and supporting district leaders to make decisions around best educational practices.
- Develop and implement territory plans to drive renewal, upsell and implementation fidelity.
- Identify 'at risk' accounts and develop action plans to ensure they are retained and continuously improved
- Create custom content for customer support through targeted webinars, videos, assessment preparation, and other important communication practices to maintain consistency and efficiency.
- Ensure strong communication and partnership across territory Implementation Service Teams.
- Participation on knowledge management and cross functional product teams to inform product road maps and the development of field support tools.
- Winner of January 2021 Service Award for the Southeast.

Account Manager/Senior Account Manager (2013/2015-2019)

- Manage large digital implementations for over 500 districts and schools including account setup, high-quality customer support, and driving renewal process.
 - Build strong relationships through identification and cultivation of champions and partners in districts to strengthen program implementations.
 - Secure renewals through the development of strong relationships with key decision makers.
 - Analyze assessment results of districts and schools, creating actionable reports and presentations that give administrators access to practical data to inform instruction and pave the way for academic gains for all students.
 - Serve as the voice that articulates the customer's needs within Curriculum Associates.
 - Plan and conduct regular status and check-in meetings with customers and internal team members to continuously check the health of implementations.
 - Identify at risk customers and coordinate with sales and professional development team to ensure customer retention.
 - Winner of 2014 and 2015 Service Awards for Outstanding Customer Service from Curriculum Associates.
-

Executive Editor, BRIGANCE (2011-2013)

- Revised and standardized the *Inventory of Early Development III (IED III)*
 - Helped guide standardization with 1,200+ children across the U.S. and Canada
 - Project managed all facets of content development for the product line, from prototyping through standardization and operational use
- Updated content to reflect contemporary educational policy and guidelines (first major update product since 2004)
- Created, managed, and published *Transition Skills and Activities*, a balanced curriculum of lesson plans aligned with the *Transition Skills Inventory*, an assessment for high school and post-secondary transition programs
 - Delivered best-selling product under budget and on time
- Analyzed and implemented market drivers and user research to ensure a product line that is robust in meeting the market demands of a changing education environment
- Execute Common Core, national, and state alignments with all pieces in the product line

Houghton Mifflin/Riverside Publishing, Rolling Meadows, IL (2008-2011)

Publishing Development Manager

- Started as a contract content editor and promoted to full-time manager of Iowa Development Group.
- Led next generation of the *Iowa Test of Basic Skills (ITBS)* and *Iowa Test of Educational Development* from tryout of materials and pre-composition through final publication
 - Managed project with development team of seven to finish development cycle for test
- Reached Standardization print milestone, delivering materials on schedule
 - Spearheaded web-based deliverables of testing materials and structuring of online system with links to instruction, a balanced assessment model, flash-based tutorials, and webinars
- Reviewed and aligned all content against state and national standards, as well as No Child Left Behind strictures and validated with the Common Core initiative.
- Oversaw the first web-based transfer of test materials
 - Principal editorial and content editor for the next edition of the ITBS at the Kindergarten through twelfth grade levels
 - Responsibilities included alignment with national and state standards and in-depth review of the Common Core standards through composition, printing, and first web-based launch of materials

EDUCATION

- B.A., Liberal Arts with a concentration in Primary Education, Honor Roll, DePaul University
 - ECE Certificate, Honor Roll, Oakton College
-