

# Elizabeth Beguerie

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## High Performer – Results-Oriented Leader – Connector

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### Experience

#### CEO-Founder/Linchpin Project

- Consults with companies to improve their business communication and staff retention.
- Conducts seminars/classes on collaborative communication and customer service.
- 1 to 1 coaching to support employees with communication strategies and growth opportunities.
- Evaluates existing training and development programs.
- Collaborating with internal departments to develop training materials that achieve defined learning outcomes.
- Creating course materials and teaching aids that support content delivery and skills assessments.
- Tracking training outcomes and ensuring alignment to business objectives.
- Identifying individual and organizational obstacles to learning and facilitating interventions.

JUNE 2022-MARCH 2023

#### West Coast Regional Director of Clinical Outreach/Amen Clinics

- Led a team of 7 clinical outreach managers in the western division.
- Facilitated training, ongoing national meetings, and monthly account reviews.
- Set direction and managed the deliverables of the assigned sales team to achieve revenue and expense objectives.
- Accountable for business growth and developing tactics to help the team meet their sales targets. Providing input to the team and coaching.

JANUARY 2021-JUNE 2022

#### Clinical Outreach Representative/Discovery Behavioral Health

- Developed a robust understanding of Discovery Behavioral Health's clinical portfolio, including Center for Discovery, Discovery Mood and Anxiety and Treatment programs.
- Executed strategies to connect with new prospects and grow existing customer accounts to meet and exceed revenue goals.
- Initiated outbound communication to current and prospective clients to help identify sales opportunities.
- Took a structured, analytical approach toward executing outreach campaigns to the target audience.

DECEMBER 2016 – JANUARY 2021

#### Head of School/Fusion Houston Galleria

- Creates and leads school culture, focusing on a positive student experience, academic results, and collaboration. *Parent Satisfaction Survey with +67 and high employee satisfaction survey results*
- Manages all aspects of the school, including budgets, managing costs, revenue targets, and enrollment. *EPIC! Award 2016-2017 Exemplary Stewardship Growth Award Veteran Division*
- Hires and trains effective leaders and teachers for the campus. Currently, staffed with five administrators and twenty teachers. *Developed every admin member as a national positional mentor.*
- Grows campus enrollment by closing sales and building a referral base. *Leads the country in head of school outreach, 2019-2020 ended the year with a 65% close rate.*

JULY 2014 – DECEMBER 2016

#### Director of Admissions and Outreach/Fusion Houston Galleria

- Opened the first Fusion campus in Houston, exceeding enrollment targets.

- Promoted Fusion with outreaches, events, speaking opportunities, and phone campaigns.
- Recorded and reported key metrics using Salesforce.
- Coordinated all school marketing, public relations, and event management.
- Managed and exceeded admissions metrics. *EPIC! Award 2015-16 Exemplary Stewardship Growth New School Division and Outstanding Growth New School Division, 2014-2015 Exemplary Parent Loyalty Award*
- Trained new DAOs nationwide. Was tapped to travel to new and existing regions to support DAO development.

NOVEMBER 2013 – JULY 2014

**Educational Coordinator /University of Texas Medical Branch**

- Provided support to recommend and implement policies and procedures to improve the clinical experience of the students. Direct a lecture format or laboratory within a research setting.
- Made recommendations for developing and implementing new policies and procedures to improve medical care, planning, scheduling, and training students and residents in clinical and research settings.
- Maintained and assisted faculty with updates to course websites.

JANUARY 2010– JANUARY 2013

**Adjunct Instructor/Lone Star College**

- Taught Student Success courses to prepare students for academic success.
- Instructed four classes per semester on topics such as goal setting, academic and career planning, time management, public speaking, and interpersonal communication.
- Evaluated students on course objectives.
- Responsible for tracking student progress and entering outcomes in a system-wide database.

JANUARY 2005 – MARCH 2009

**Admissions Recruiter /Vatterott College**

- Recruited and enrolled students: interviewed, presented, toured, and closed sales.
- Completed the full recruiting cycle, prospect, candidate, student, and graduate.
- Coordinated events for current and prospective students to assist in generating inquiries.
- Created marketing materials, PowerPoint presentations, and social media campaigns.
- Traveled area-wide for presentations.

**Education**

**Master of Education in Educational Leadership/Sam Houston State University**

**Bachelor of Science in Public Relations/Missouri State University**

**Notable**

- \*2020 ADDA Southwest Conference Speaker, “How to Reframe Our Language on ADHD”
- \*2019 EPIC! Conference Speaker “Building Resilient Teams”
- \*2017-2020 Volunteer for Elijah Rising.
- \*2016 DOA Summit Speaker “How to be a GOALGetter” Highest Response Rate for presentation.
- \*2015 DOA Summit Speaker “How to Leverage LinkedIn”
- \*2015-present Member of Women Helping Women to Network
- \*2015-present Contributor for Houston Mom’s Blog
- \*2015-2016 Co-Chair for Houston West Chamber of Commerce Education and Business Committee
- \*2015-2017 Co-Founder of Adolescent Round Table