



Rich Wrobel - MBA, MS

Educator - Instructional Design - Advisor

rich4solutions@gmail.com 

Experienced education professional that is highly skilled at relationship-building and possesses an entrepreneurial mindset guided by strategy, innovation, and creativity. Passionate about educating, analyzing, and developing problem resolution to improve quality and create growth opportunities. Consultative solution methodology and educational approach that embraces life long learning, technology, and the need to serve others.

913-991-5578 

Olathe, KS 66062, US 

www.rich4solutions.com 

linkedin.com/in/richwrobel4solutions 

EDUCATION

Master of Science - Information Management Technology

Grantham University, Graduated with Distinction

Master of Business Administration

Grantham University, Graduated with Distinction

Bachelor of Science - Business Administration/Marketing

Emporia State University

PROFESSIONAL EXPERIENCE

Grantham University

Lenexa, KS

Articulation Program Analyst

07/2009 - 11/2020

- Recruited for position by University President, forged educational based relationships with other higher learning institutions
- Spearheaded articulation program expansion as designated institution subject matter expert (SME) ensuring practices met compliance standards and regulations
- Pioneered digital infrastructure for the Articulation Program utilizing project management tools and software applications to automate analysis, document workflow, reports, and shared visibility with 60% reduced processing time
- Identified new business opportunities by analyzing institutions of higher education offering and determined course & program equivalencies with 370% increase in prospective partnerships
- Executed initial steps to develop a machine learning (AI) model (Google Cloud - AutoML Natural Language) to scale information analysis
- Expedited outreach that ushered conferencing with high-level decision-makers to campaign compatibility that converted 70% engagement and 50% partnership opportunities
- Championed concurrent projects in all phases of program life cycle that culminated in a copious pipeline of 26 reciprocating institutions, 6 pending, and 3 finalized articulation agreements for the last quarter of 2020

University Outreach Representative

- Recruited for position by department director, identified opportunities for new partnerships and drove brand awareness, community goodwill, and institution offerings
- Designed SHRM and PLA credit eligible Personal Finance and Critical Thinking for Leadership training & development courses for Military & Career Ready program culminated to the institution's flagship community offering
- Performed monthly presentations to military bases, briefings, public events to community, corporate, and military audiences of 10 - 400 attendees that converted in exceeding department goals for 2019, and the first quarter 2020
- Conceptualized and delivered to senior leadership strategic proposal to double existing certificate program utilizing existing course offerings
- Curated introduction video utilizing Adobe Photoshop and Premiere for local NAACP Freedom Fund Banquet that was viewed by 400-500 community, civic and government members and leaders
- Built corporate, community, and military network that matured to extensive pipeline of potential and converted partnership

Assistant Professor - Business Faculty

Rich Wrobel - Page 2

- Performed online adult education teaching with concentrations in e-commerce, marketing, management, entrepreneurship utilizing Blackboard Learning Management System (LMS)
- Curated digital knowledge base system (Wiki) and accompanying training for academic department
- Executed instructional design and served as Subject Matter Expert (SME) for E-Commerce and Principles of Business Management online courses utilizing ADDIE, Bloom's Taxonomy adult learner model pedagogy
- Facilitated BSBA-BSBM taskforce that drove development of Business Administration (BBA) degree program
- Conducted curriculum development and assessment analysis, grade distribution (leveling), redesigned course content focusing on clarity of instruction, clear assessment outcomes that map to course objectives
- Chaired Faculty Relations Committee spearheading leadership initiatives to promote goodwill and positive public relations
- Pioneered Cengage MindTap educational technology assimilation within business school curriculum that culminated with enhanced student engagement, assessments, and positive academic outcomes
- Executed faculty evaluations to support leadership development initiative and staff development

Senior Student Advisor

- Supervised portfolio of 250-300 students in overseeing academic progress is on pace with degree completion
- Streamlined student interaction, performed needs analysis and troubleshooting issues related to academic progress
- Generated expansive registration pipeline, developed strategic resolutions to improve retention and registrations
- Elected to department "Think-Tank" and Council Committee as team mentor and department leader
- Awarded "Operation Enduring Freedom" Flag Dedication, U.S. Army

Rich Wrobel Agency

Overland Park, KS

1994 - 2009

Owner/Agent

- Developed a profitable start-up insurance agency by identifying prospective customers, curating insurance solutions, and closing sales. Managed all aspects of a fast-paced multi-line (property & casualty, business, life, health-care, and long-term care insurance products) insurance agency
- Successfully executed the marketing activities (cold calling, inside & B2B sales, marketing, cross-selling, network and referral development). Performed claims administration, underwriting, and loss control. Exercised strong analytical & critical thinking skills by analyzing profit & loss, business expense, motor vehicle, credit, and underwriting loss reports

NONPROFIT ORGANIZATION EXPERIENCE

Veterans Voice Writing Project (501c) - Publisher of Veterans Voices magazine

Kansas City, MO

11/2018 - 11/2019

Executive Director

- Entrusted by the Veterans Voices Writing Project Executive Board of Directors to carry out Veterans Voices Writing Project mission, organizational development, stewardship for future growth and impact of the Veteran's Voices Magazine.
- Key advisor in the strategic and operational development to innovate and modernized the publications' internal processes, digital environment, and outreach initiatives.
- Fostered working relationships and optimized arrangements with community groups and veteran organizations
- Executed grant submissions and fundraising endeavors that promoted the organization, programs, and goals
- Assisted Editor-in-Chief to compile veteran writings and art-work layout of published magazine. Proofread and edited copy utilizing AP style

TECHNICAL SKILLS

ADDIE - Adobe Creative Suite - Adult Education - After Effects - Analytics - Articulate 360 - Audacity Audio - Blackboard LMS Business Analysis - Business Development - Camtasia - Canvas LMS - Captivate - Content Management - Copy Editing - Curriculum Development - Distance Learning - Docs - E-Commerce - E-Learning - Excel - Google Suites - Graphic Design - Illustrator - Instructional Design - Marketing - Microsoft Office - Online Instruction - Photoshop - PowerPoint - Premiere Pro Prezi - Prospecting - Public Speaking - Publishing - QuickBase CRM - Redmine PMS - Rise 360 - Salesforce - Sheets - Sites - Slides - Social Media - Spark - Stack - Storyline 360 - Technical Writing - Training & Development - Trello - Video Editing - Video Production - Web Design - Word - WordPress - Zoho - Zoom

REFERENCES

Available Upon Request