

ELISABETH HEALEY

Creative Professional

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PROFESSIONAL OVERVIEW

I'm a versatile professional with a strong background in SaaS sales and arts-driven community building. Currently an Account Manager at Get More Math, I exceed revenue goals while leading impactful product launches, webinars, and client engagements. Previously, as an art educator in Austin ISD, I developed award-winning community initiatives, co-created outreach events, and secured grants, blending creative vision with strategic planning. My passion lies in connecting people, driving growth, and bringing creativity to every project. Let's build something beautiful together!

CAREER HIGHLIGHTS

- Exceeded sales quota for the 24/25 sales cycle at Get More Math and led the company in new revenue two years in a row, while achieving renewal goals.
- Led the sales coordination of a major Get More Math EdTech product release, working closely with the product team overseeing webinars, creating sales presentations (in Canva) geared towards customer engagement, and evangelizing these updates at trade shows.
- Revamped and rewrote Get More Math's company script for administrative client meetings, creating a Canva presentation template document integrating Salesforce connected data fields for streamlined preparation & effective presentation used across the organization.
- Project managed and led the City of Austin's Neighborhood Partnering Program initiative, "It's a Beautiful Day in the Neighborhood," overseeing a \$90K Public Works grant for a community mosaic mural. This project included 31 workshops, 2,500 labor hours, and engaged over 200 stakeholders. For more details, check out: <https://so78745.wixsite.com/mosaic>
- Event Coordinator for "Little East", fundraiser & annual community outreach event in coordination with the Big Medium & East Austin Studio Tour. Still running: 12 years.
- Earned prestigious Teacher of the Year Campus & District (Semi-Finalist) 2015, 2020
- Co-Presenter TxAIA Conference, 2017 "Fair Fight, Restoring Equity in the Arts & Architecture"

WORK EXPERIENCE

Get More Math | Remote, Account Manager

June 2022 - Present

Oversee the entire sales cycle from nurturing prospective contacts to quoting & effectively managing existing accounts for revenue retention & renewals.

- Manage a diverse portfolio of 150 Texas accounts at various stages while successfully navigating a year-long pilot program and achieving client renewal objectives.
- Facilitate regular live zoom demonstrations of the Get More Math platform for prospective clients.
- Track and analyze Salesforce metrics & reports to leverage Get More Math usage data for boosting revenue retention and customer conversion during the pilot phase.
- Coordinated the calendar and budget for local, state, and national trade shows.
- Develop engaging presentations for new product launches, administrator meetings to influence decision makers, and create video content to effectively communicate the Get More Math message.
- Presented at numerous conferences to evangelize the Get More Math message for prospective clients and math enthusiasts.
- Organize onsite customer meetings for pilot and ongoing customers to strengthen and nurture lasting client relationships.

- Provide dedicated instruction and support, ensuring continued student achievement.
- Designed virtual course content for LMS platforms to provide differentiated synchronous, asynchronous, & concurrent instruction presented over Zoom.
- Developed community outreach events for stakeholder engagement in support of educational programming towards campus-related fundraising & enrollment goals.
- Subject matter expert & writer for the Curriculum Writer's Cadre for Austin ISD in creation of Fine Arts Instructional Planning Guides (IPG's) and Yearly Planning Guides (YPG's)
- Presented at AISD Fine Arts professional developments during yearly back to school gatherings geared towards innovative teaching and our Wiki initiative
- Researched and developed grant proposals towards arts-based community initiatives, instructional technology, and STEAM (Science, Technology, Engineering, Arts, & Math) lab.
- Courtesy Committee & Creative Learning Committee Chair managing budgets, fundraising initiatives, and off-site social events for staff.
- Coordinated with the Chula League to create long-standing partnerships in the facilitation of a mentorship program, Little Artist, Big Artist, towards educational outreach centered around careers in the Arts for students.
- Facilitated training and mentorship for student teachers providing feedback on established criteria for the St. Edwards Cooperating Teacher Program.

EDUCATION

Lamar University | Texas | Bachelors in Fine Art, Studio Art Painting & Drawing

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PROFESSIONAL SKILLS

Communication	SaaS Software Sales	Renewals	Engagement
Customer Retention	Account Management	Forecasting	Presenting
Complex Problem-solving	Art Education	Adaptability	Attention to Detail

TECHNICAL SKILLS

Canva	Light HTML	Salesforce	Video Editing
Google Suite	Illustrator	Powerpoint	Google Analytics
Microsoft Office	Zoom/Teams/Slack	Google Slides	Mailchimp

PROFESSIONAL DEVELOPMENT

PMP Course Completion Austin Community College	(2021)
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FUSE Institute Northwestern University	(2017)
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GENERALIST 4th-8th, EC-12 Art Certificate Texas Teaching Certificates	(2008)
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