

Resume of:

DEAN M. GEORGIEV



**CAREER OBJECTIVE:**

Obtain a professional position with an organization that will enable me to contribute my abilities and experiences. Work in an environment and toward goals that are stimulating, meaningful and that offer opportunities for professional and personal growth.

**PROFESSIONAL SPECIALIZED EXPERIENCE:**

Ho`opono Services for the Blind, SOH/DHS/VR; Supervisor, Adjustment Section Jan. 2013 to present

As Supervisor, I oversee the operations of the adjustment to blindness training program (New visions) which maintains a residential component and includes 8 employees of varied professions and up to 14 students

Ho`opono Services for the Blind, SOH/DHS/VR; Rehabilitation Teacher for the Blind III  
October 2008 to Jan. 2013

as a Rehabilitation Teacher for the Blind, I, as part of a professional team, was responsible for Providing instruction to persons who are blind, visually impaired, or deaf-blind (individually or in groups) in computer technology, supporting the Counseling Section in preparing such individuals for employment or independent living, and providing consultation and technical assistance to other branches, individuals and organizations who work with individuals with these disabilities.

Self-Employed, Computer Trainer JAN 1999 to Oct. 2008

Provide training services to blind or visually impaired computer users in acquiring or improving their computer skills on Windows based PCs made accessible with the JAWS screen reading software. Deliver instruction covering the JAWS screen reader, Windows concepts, processes and functions and commonly used software such as MS Word, Excel, Outlook, Outlook Express, Internet Explorer and Quicken. Deliver services one-on-one to Vocational Rehab/private clients and to small groups including the staff members of the Library for the Blind and Physically Handicapped and Honolulu Community College. Develop customized training tutorials for clients. Provide assessments and consultations for Vocational Rehabilitation Counselors and clients regarding the purchase, efficacy, and reliability of computer equipment used with the

JAWS screen reader based on client objectives. Provide training on the use of Braille note-takers. At present, have successfully provided instruction to hundreds of individuals.

Pacific Guardian Life, Marketing Dept., Insurance Agent AUG 1997 to OCT 2000

As a professional licensed life and health insurance agent in Hawaii, successfully sold a variety of life insurance products to numerous clients & their families by utilizing and implementing company prescribed practices, philosophies and industry proven marketing plans and strategies. Responsible for generating prospective leads, making initial phone contacts, setting appointments, meeting with clients and providing sales consultations. Prepared statistical analysis and marketing plans for the development of individual and company portfolios. Developed presentations tailored to the needs of clients, managed client cases from initial set-up through underwriting and ultimately provided regular client service follow-up.

Dept. of Labor and Industrial Relations, State of Hawaii, Employment Analyst    NOV 1989 to NOV 1995

Provided primary staff support to the Tourism Training Council, an advisory body to the Governor and Legislature. Planned quarterly meeting of the Tourism Training Council. Developed the Council's annual work plan, including budget priorities and strategies to secure funding. Prepared annual reports to the Governor. Supervised one clerical position. Advised with expertise on matters of employment and training in the visitor industry. Conducted literature and interview-based research. Proposed recommendations on employment and training to the Council. Wrote and edited a quarterly newsletter. Prepared testimony and legislation in support of Council objectives and funding requirements. Responded to requests for employment and training information from industry professionals and the general public. Built network of educators/trainers and business contacts. Represented the Council on education and training boards of the Hawaii Hotel Association and Hawaii Visitors Bureau. Demonstrated innovative pilot projects. Developed comprehensive project proposals. Convened business/ education task forces to build a support and resource base to address common visitor industry training needs. Drafted, negotiated and administered contracts with training providers and research consultants. Assisted in workshop/conference planning with agency and industry partners.

Campaign for Public Office, Candidate, Hawaii State Legislature    MAR 1996 to NOV 1996

Organize campaign to seek public office. Recruited and supervised campaign staff and volunteers, coordinated fund raising efforts, canvassed neighborhoods, wrote speeches and press releases, and delivered presentations at public forums.

**Education:**

University of Hawaii, BA Degree in Political Science    [REDACTED]

Course Work:            Emphasis on International Relations, American Politics, Political Philosophy, Speech and Communications, Negotiation and Mediation, and Interpersonal and Group Dynamics

Foreign Language:    Fluent in German

Computer Skills:        Windows, MS Word, MS Excel, MS Outlook, Outlook Express, Quicken, and proficient with web-based application such as Internet Explorer (IE).

### **Professional Affiliations/Honors**

Former board member and Legislative Committee Chair and former Chair, Disability and Communication Access Board, State of Hawaii, (1994 to 2006)

Member and current President, Board of Directors, Kuola Homeowners Association, (1997 to present)

Treasurer, Board of Directors, Gentry-Waipio Community Association, (1998 to 2010)

Member, Hawaii Association of Insurance and Financial Advisors (HAIFA), (1999 to 2001)

Member, Waipahu Neighborhood Board, (1997 to 1998)

President and Athlete, Hawaii Association of Blind Athletes (1986-1987)

Two time Gold Medallist in Power lifting, United States Association of Blind Athletes, Games in Los Angeles, CA (1986) and Albuquerque, NM (1987)

President, Associated Students of Leeward Community College, (1979 to 1980)

### **REFERENCES:**

References available upon request.