**MEGAN MURRAY**

East Norriton, Pennsylvania | (303) 551-2700 | murrame97@gmail.com

**SUMMARY**

Innovative and passionate Organizational Development/Learning & Development professional seeking to leverage more than 16 years of design, facilitation, and leadership expertise. Masters-level education with significant experience in the areas of curriculum design and evaluation, virtual training, new hire onboarding, sales, and leadership training. Adept at identifying training needs and developing curriculum in support of organizational strategy and initiatives. A supportive, passionate people leader with an emphasis on building relationships and developing people.

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| * Onboarding
 | * Performance Management
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| * Leadership Development
 | * Professional Development
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| * Vendor Management
* Competencies
* DISC
* Human Resources
 | * Employee Engagement
* Coaching
* Facilitation
* DEI
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**EXPERIENCE**

**FINANCE OF AMERICA COMPANIES | Pennsylvania**

**Manager, Organizational Development | November 2021 – presen****t**

**Senior Corporate Trainer, Organizational Development | June 2021 – November 2021**

* Design and deliver engaging leadership programs, such as EI, leading change, and navigating difficult conversations, across the company to increase professional development skills
* Partner with the Chief Diversity Officer on the design and delivery of DE&I training programs
* Design, implement and facilitate a leadership program for people leaders
* Lead a team of OD professionals to create and implement initiatives throughout the organization
* Create, launch, and manage a new performance management program for the company
* Managed the vendor selection process for DISC, Training Libraries, and LMS content libraries increasing the number of professional development materials available across the companies

**INVESTORS BANK** **| New Jersey**

**Senior Learning Consultant | April 2019 – June 2021**

* Design engaging training programs focused on sales, leadership, customer service, and product knowledge
* Created and implemented a digital concierge program which increased digital engagement by 52%. Transformed into a virtual learning series due to the pandemic
* Designed and launched a leadership training program for mid to executive leadership
* Revamped new hire orientation training to incorporate a blended learning approach
* Recreated the curriculum into a virtual program to continue new hire training without interruption
* Created and maintain a retail sales development program, including facilitation of all sales programs and ongoing quarterly training
* Technology Lead for L&D. Successes include the launch of LinkedIn Sales Navigator to retail and integration of LinkedIn Learning in LMS

**RESORT LIFESTYLE COMMUNITIES | Remote**

**Field Training Manager | December 2016 - April 2019**

* Analyzed existing training and developed new customer-focused service and sales training for all employees of a resort-style retirement community
* Facilitate ongoing training as well as evaluate all new hires upon completion of orientation
* Conduct train-the-trainer coaching and development sessions for management teams and regional leaders across 30+ locations nationwide

**VERIZON WIRELESS | 2004 –2016**

**Solution Manager| Colorado | July 2014 - September 2016**

**Sales Trainer | New Jersey | October 2010 - July 2014**

**Lead Development Trainer | New Jersey | January 2012 - December 2012**

**Sales Trainer | Colorado | September 2006 – October 2010**

**EDUCATION**

WESTERN GOVERNORS’ UNIVERSITY

**Master of Education, Learning and Technology**

REGIS UNIVERSITY

**Bachelor of Arts, Communications**

**Certified DISC Trainer** **| Take Flight**