Ned Smith
Educator

Email: neds@smu.edu
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Phone: 203-417-3414
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OBJECTIVE

Dedicated and results-driven educator with a proven track record of fostering student learning and academic success. Skilled in curriculum development, classroom management, and building strong relationships with students and colleagues. Passionate about leveraging diverse experiences to create inclusive and engaging learning environments. Committed to continuous professional development and staying current with educational best practices. Transitioned to education after 20 years of experience in the medical device field, with a strong focus on product management and medical education.

EXPERIENCE

Sep 2025 - May 2026

7th Grade English Language Arts / Resource Teacher
Highland Park Independent School District (Dallas, Texas)
- Supported approximately 70 students across four daily 7th-grade general education English classes.
- Maintained an assigned classroom and case-managed approximately 20 students: IEP documentation, progress monitoring, accommodations, and family communication.
- Collaborated with the English Department Chair and classroom faculty on grade-level instruction in literature, writing, grammar, and reading comprehension.

Aug 2024 - Sep 2025

English Language Arts Resource Teacher, Grades 7–12 / SPED Case Manager
Inspired Vision Academy Secondary (Dallas, Texas)
- Taught six daily Resource English classes, a separate preparation for each grade 7–12, adapting general education lessons and developing supplementary instruction.
- Managed IEPs for 13 students, including present levels (PLAAFPs), annual goals, ARD meetings, and family communication; tailored instruction to IEP goals and assessment data.
- Head coach, 7th/8th grade football; assistant varsity football coach for part of the 2025 season; co-led after-school study hall.

Aug 2022 - Present

Guest Teacher
Parish Episcopal School (Dallas, Texas)
- Implement lesson plans, syllabi, and assessments using different approaches and materials to facilitate the learning process.

Aug 2023 - 2024

Clinical Student Teaching – 7th Grade Texas History
Highland Park Middle School (Dallas, Texas)
- Certificate of Completion Clinical Student Teaching Internship - 11/30/2023

Inclusion – Instructional Assistant
Highland Park Middle School
- Engaged in 8th Grade U.S. History, 7th Grade Texas History, and 7th/8th Grade Math & Science Resource.
- Supported diverse learning needs through individualized instruction and collaboration with the special education team.

Jan 2023 - May 2023

Teacher of Record
Highland Park Middle School
- Resource Mathematics
- $7^{th}/8^{th}$ Grade Math & Science Inclusion Teacher
- Fulfilled a critical leave of absence role, providing comprehensive learning experiences to foster student competencies across multiple core academic areas.

EDUCATION

Master of Education – 2023
Southern Methodist University (Dallas, Texas)
Study focus: Grade 7-12 Social Studies

B.A. Political Science – 2004
Tulane University (New Orleans, Louisiana)

CERTIFICATION

Texas Education Agency (TEA)
Educator ID: 2421098

Texas Standard Teaching Certificate:
Social Studies, Grades 7–12
Special Education, EC–12
Pedagogy and Professional Responsibilities (PPR) EC–12

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HONORS / AWARDS

2026 **Teacher of the Year, Park Cities Learning Differences Association (PCLDA)**
Highland Park Middle School

On-Going Involvement at The Taft School
Waterbury, CT / Graduated May 1999

1999 – Present

- Active role in Taft's annual fund as a Class Agent
- Family/Alumni contact for the Smith/Arnold Scholarship Fund
- Close collaboration with Taft's Head of Admissions, providing student recommendations
- Student Body President - *1999*

PROFESSIONAL EXPERIENCE

March 2020 – 2022 **Partner / Executive Vice President of Sales & Business Development**
ARCIS Health, Dallas Texas

- Developed a customized COVID telehealth service to state and local government testing services
- Built go-to-market US and International strategy development and implementation for AI infectious disease screening technology

Nov 2015 – 2019 **Territory Manager / Shoulder Specialist, Redstone Distribution Services**
TORNIER / WRIGHT MEDICAL, Dallas Texas

- Served as a trusted advisor and subject matter expert, providing guidance and direction to doctors in live surgical theaters teaching the proper use of the company's portfolio of medical devices
- Developed and strengthened relationships with medical professionals in hospital systems across Texas including THR, HCA, Methodist, Tenet, Providence, Baylor Scott & White, and Texas Children's

Aug 2011 – 2015 **Territory Manager, Connecticut (promoted from Sales Associate, New York City)**
Arthrex Inc., Central Connecticut

- Excelled across key metrics, including expanding the territory by 17% over the prior year from 2014 to 2015, coupled with a gain in revenue from knee and shoulder implants by 30% in the same period
- Served as the co-manager of six high-level accounts throughout Manhattan that included Mount Sinai, New York Presbyterian Hospital, St. Luke's Hospital, and Roosevelt Hospital

SKILLS

Curriculum design	Technology integration	Student assessment
Classroom management	Communication skills	Time management
Differentiated instruction	Team collaboration	Lesson planning
Business Development & Sales	Surpassing Performance Targets	Developing Business Relationships
Account Management Strategy	Competing in Challenging Markets	Managing Broad Geographic Territories
Revenue and Profit Growth	Team Collaboration	Sales Strategies