

Lele Hartman (Alyse)

District Manager at Vector Marketing in Essex & Hudson County, NJ. Has 5+ years of teaching experience. Aspiring to earn Ph.D. in Clinical Psychology and to become a Behavioral Health Director. Dedicated to a life of leadership and influencing personal, professional, emotional, and financial growth in myself and others.

EXPERIENCE

Vector Marketing, NJ — Senior Executive District Manager

December 2017 - March 2020: Sales Representative

December 2018 - April 2019: Assistant Manager

April 2019 - April 2020: Sales Manager

April 2020 - Present: Essex & Hudson County District Manager

- Conducts interviews, training, and meetings for representatives, designs replicable office programs, manages social media
- Recruits, manages, and trains staff.
- Establishes relationships with local schools to benefit students and to recruit new representatives,
- \$1 million in career sales as of August 2022. Nationally performing district manager 3 years in a row.

Mary Baldwin University, Staunton, VA — Tutor

September 2017- April 2019

- Designated tutor for students with special needs and students on academic probation.
- Specialized in writing skills, time management, and organization. Designed and created replicable programs to be used by the other tutors to ensure success of the students with special needs following my graduation from the university.

Mary Baldwin University, Staunton, VA — Residential Advisor

May 2017 - May 2018

- Conducted hall meetings, responded to student concerns (typically in the context of mental health distress), planned building events.
- Provided social, service, and recreational programming that fostered student learning and development. Fostered building unity. Conflict resolution, policy enforcement, crisis response.

Prosperity Eating Disorder and Wellness Center, VA — Intern

March 2019 - April 2019 63 hour internship

- Therapeutic group observations, office administration assistance, and helping the counselors with what they needed.
- Observed the treatment of patients with eating disorders in an intensive outpatient treatment setting.

I encourage you to ask me about my leadership experience, teaching experience, and volunteer experience to learn more!

Montville, NJ

(973) 610-7070

hartmanmlele@gmail.com

www.LELEHARTMAN.com

www.linkedin.com/in/lelehartman

AWARDS and HONORS

Psi Chi, the International Honor Society for Psychology - Jenna Holt
May 2018

Vector Marketing Team Builder Scholarship - Personally recruited the #6 team in the nation through positive atmosphere promotion, motivation skills, and social media techniques, selling \$109K
December 2019

Alpha Lambda Delta National Honor Society for First-Year Success - Carey Usher
March 2017

Exceptional Merit Scholarship for Oxford Summer Seminar & Best in Class- Psychology Program - Oxbridge Academic Programs
August 2016

CERTIFICATIONS

Child Abuse and Neglect: Recognizing, Reporting, and Responding for Educators
May 2018 - PRESENT
Virginia Dept of Social Services

Certificate of Completion in the "Protecting Human Research Participants" NIH Training Course
Feb 2017 - PRESENT National Institutes of Health Office of Extramural Research

Completed 2 years of Leadership Academy 2018-2020 Vector Marketing

First Aid, CPR, AED Training May 2017 - May 2019 American Red Cross

EDUCATION

Mary Baldwin University, Staunton, VA — B.S. May 2019

August 2016 - May 2019

Graduated Cum Laude as a Class of 2019 student at Mary Baldwin University, accepted through the Early College Academy and the Murphy Deming Health Science Scholars Program; Majored in psychology with a mental health emphasis, minored in special education. View my website for a full transcript and copies of my research.

Morris County School of Technology, Denville, NJ — High School Diploma

September 2013 - June 2017

Accepted and completed the Academy of Education and Learning and High School Diploma through rigorous coursework, hands-on experience, critical thinking, and teaching internships that provided real-life work experience.

University of Oxford, Corpus Christi, Oxford, England — Psychology Major at Oxbridge Academic Programs

Summer 2016

Studied a broad overview of the core theories and figures within psychology. Studied principles of experimental design, Freud and Psychoanalysis; Behaviorism, Evolutionary Psychology, and Defining Abnormality. Conceptualized, designed, ran, analyzed and presented an experiment. Directed by James Basker, Instructed by Jan Cosgrave

RESEARCH

Senior Thesis — Predictors and Prevention of Relapse in Anorexia Nervosa Patients

Senior thesis focused on the relapse rates, timing trends, and mortality rates of anorexia nervosa to find significant predictors of relapse. I concluded my research with a discussion about the need for more standardized definitions in the DSM, and suggested treatment methods for the prevention of relapse. I intend on continuing this research as I advance in my field.

Neuroscience Research — Obsessive-Compulsive Disorder Comorbidity with Eating Disorders: Multimodal Treatment Effect on Symptom Severity and Brain Abnormalities

Research Papers — Unconscious Gender Bias: The Hidden Social Problem; Anorexia Nervosa and a Review of the Movie "To the Bone" from an Abnormal Psychology Perspective; Nonviolence Against the Patriarchy: Ecological Feminism

SKILLS

SPSS and SYSTAT Statistical Analytics Softwares

Creative Lesson Plan Development and Implementation

Childhood and Lifespan Development Knowledge and Application

Multicultural Competency

GPA

COLLEGE GPA: 3.782

HIGHSCHOOL GPA: 4.1

[Visit my website, www.LeleHartman.com](http://www.LeleHartman.com)

[to learn more about me, my background, and what I have to offer.](#)

[If you have questions or would like to discuss an opportunity to work together, feel free to get in touch.](#)