

MARK PRIZANT

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QUALIFICATIONS SUMMARY

Goal-oriented and motivated professional prepared to leverage significant experience and background to make measurable contributions to business operations and goals.

- ▶ **Leadership & Management:** Outstanding leadership skills honed throughout career managing diverse individuals and age groups. Proven track record developing and administering programs, including recruiting teams, defining processes, and creating marketing and outreach strategies.
- ▶ **Communication:** Excellent interpersonal skills with proven talent for engaging diverse audiences and working with individuals at all professional levels. Clearly present information to facilitate understanding and influence key decision-making. Experience serving as integral liaison to the community.
- ▶ **Technical Skills:** Solid technical proficiencies, including Windows and Macintosh, Sports Code Gamebreaker, Front Rush, Word, Excel, PowerPoint, Outlook, FileMaker Pro, Affinity, e7 Sports, Demoshpere, SendZa, Blue Sombrero, Adobe Acrobat, Rosetta Stone, Toast, iMovie, and Skype. Quickly learn and apply new applications.
- ▶ **Key Strengths:** Adept in coordinating daily operations and workflows to ensure timely completion of projects. Expertise in training, establishing objectives and providing the necessary tools to complete ambitious tasks.

PROFESSIONAL EXPERIENCE

UNIVERSITY OF EVANSVILLE, Evansville, IN

Assistant Coach Men's Soccer (2009- current)

Assist in day-to-day operations, staff management, and on campus recruiting. Provide game-day management and scouting. Ensured compliance with NCAA regulations and handle all necessary reporting in regards to trainings. Work with local community to organize reading initiatives and community soccer club nights.

ALABAMA YOUTH SOCCER, Birmingham, AL

Associate Director of Coaching (2005 – 2006 / 2008 – 2009)

Directed training and development of 2000+ registered coaches utilizing classroom instruction and online courses. Authored bimonthly blog entries. Managed team members, evaluating performance and coordinating assignments. Organized and facilitated events, including monthly coaching education program; communicated with members to promote events. Analyzed trends and prepared detailed reports. Delivered presentations at Board meetings. Provided in-house IT support, including maintaining database application and updating Web site. Created marketing and informational material targeting players and parents.

- Spearheaded significant improvements, including increase in program retention, expansion of Olympic Development Program, and 30% reduction in costs related to state tournaments.
- Increased efficiency and productivity with introduction of new software to streamline operations; played key role in major software application and database management conversions.
- Introduced Soccer Start targeting inner city players and TOPSoccer targeting athletes with disabilities programs to build new membership and enhance public relations through community outreach.
- Served as AYSA Camp / Clinic Director, AYSA State Cup Tournaments Director, Kohl's American Cup Director, Official State Representative at Regional Championships, and Soccer Across America Director.

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CAPE CORAL SOCCER ASSOCIATION, Cape Coral, FL

Executive Director of Soccer Operations (2006 – 2007)

Managed player development, coaching curriculum, recruitment, and development. Held full responsibility for all players and coaches. Oversaw 3- to 5-year strategic plan and program budget. Developed and administered various programs, including recruiting for Select and All Star programs. Recruited and hired various professional and support team members.

- Implemented numerous program improvements, including new club logo, new professional Web site with online registration and credit card processing capabilities, dedicated goalkeeping training, scholarship fund for qualifying families, and on-going parent education opportunities.
- Established all-inclusive costing to provide all age groups with equivalent pricing for services and centralizing revenue to reduce financial issues.
- Secured several sponsorships, such as 5-year deal with Pepsi with increased allotment and monetary contributions; 3-year deal establishing Adidas as official uniform supplier of Select Program
- Partnered with SoccerMax to provide Web page for purchasing Adidas supplies with no shipping costs.
- Created new community programs such as TOPSoccer to provide opportunities for children with mental and physical handicaps and CCSA program offering 6-week camps program to club members.
- Aligned recreational program with FYSA directive with implementation of small sided games.
- Streamlined Board of Directors using Executive and Administration Board models, updated constitution and bylaws, and created Director of Marketing position to design and execute effective marketing campaigns.
- Transitioned CCSA to 501 (c)(3) non-profit status to allow for charitable contributions.
- Recruited full-time Director of Youth Development, Boys' Head Coach, Girls' Head Coach to improve sports programs and provide future leadership.
- Instituted Progressive Player Development Curriculum to ensure year-over-year improvement based on measurable standards; provided quality control to coaching program to maintain consistency.
- Launched Coach Development Program using written education and hands-on training, as well as Minimum Licensing Standards to continually build coaching skills.
- Improved and standardized advising process and for college recruitment to provide players with information regarding potential, timelines, and processes.

STATE UNIVERSITY OF NEW YORK COLLEGE AT OLD WESTBURY, Old Westbury, NY

Head Coach, Men's Soccer (2001 – 2004)

Record at Old Westbury: 34-38-1 (4)

Led day-to-day operations, staff management, and recruiting. Provided game-day management and scouting. Scheduled various contests. Ensured compliance with NCAA regulations and handled all necessary reporting. Negotiated and secured sponsorships. Organized fundraising and executed marketing activities.

- Served as NSCAA Division III Metro Region Rankings Committee Member and ECAC Metro Region Championship Selection Committee Member.

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EDUCATION & CREDENTIALS

Bachelor of Business Administration, Concentration in Management

HOFSTRA UNIVERSITY, Hempstead, NY

Participated in NCAA Division I intercollegiate athletics as a member of the Men's Soccer Team at Hofstra University from 1997-2000.

Participated in NCAA Division I intercollegiate athletics as a member of the Men's Soccer Team at Iona College from 1996-1997.

- USSF "A" Coaching License # 19929
- USSF National Youth License
- NSCAA Premier Diploma
- NSCAA National Goalkeeping Diploma & Director of Coaching Diploma

COACHING ACCOMPLISHMENTS

- 2010 Florida ODP Team '94 Boys & '96 Girls Coach
- 2009 Florida ODP Team '96 Boys & 95 Girls Head Coach; Alabama ODP 3rd Place Regional Championships ('92 Girls)
- 2008 Florida ODP Team '94 Girls Head Coach
- 2007 Florida ODP Team '93 Girls Head Coach; 2007 Florida State Cup Elite 8 (u18 Boys, u13 Girls)
- 2006 Alabama ODP Team '92 Boys Head Coach
- 2004 Region I Semi-Finalists (u12,14,15,16 Girls); Eastern New York Girls State Semi-Finalist (u14); Eastern New York Boys State Finalist (u19); Eastern New York Boys State Semi-Finalist (u12,13,15,18); CASL Raleigh Shootout Champions (u15); 2004 Disney Showcase Champions (u16);
- 2003 Super Y League National Championship (u17); Super Y League National Finalist (u15); Super Y League National Semi-Finalist (u14); NSCAA Coached Regional ALL-America Selection (Azinge & Sanni)
- 2002 NSCAA Coached Regional ALL-America Selections (Azinge & Sanni)

PROFESSIONAL REFERENCES

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Alabama Youth Soccer
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