

David C. Hopkins

MA University of Southern Mississippi, BA Binghamton University
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SPECIALIZED SKILLS

- **Languages spoken:** English (Native), Spanish (Fluent), Portuguese (Functional)
- Strong management and leadership experience in a multicultural, international context
- Excellent interpersonal, verbal and written communication skills with both domestic and international audiences
- International relations and networking
- Cross cultural communication, negotiation and conflict resolution
- Extensive experience with international travel logistics, characterized by close attention to detail
- Advanced computer, web, social media and technological experience

GLOBAL NETWORKING



RED = Lived, **BLUE** = Worked, **GREEN** = Explored.

Click anywhere on the map to access the interactive version. Also available at www.dhop.net.

Experience in international partnerships, project management and high-end sales focusing on Brazil, Mexico and Asia:

- Target, pursue and establish working relationships with important partners
- Regularly conduct hour-long presentations in Portuguese, Spanish and English to large and small audiences of potential partners and clients with strong success rate
- Plan, coordinate and execute complex multi-city itineraries
- Negotiate partnership programs with Chinese and Korean institutions, both public and private
- Net gains: in excess of \$1,000,000 in new revenue per year.

Specialist in organizing and conducting complex group tours, both domestic and international:

- **Germany (2014 & 2015):** Co-Direct travel and multi-city tours of Germany and United States for high school students from Germany and United States (17 days each in US and Germany)
- **Spain and Portugal (2010):** Plan and direct multi-city tour of Spain and Portugal (10 days)
- **United States (2009):** Plan and direct multi-city tour of regional universities for 60 high school students (5 days)
- **Mexico (2005):** Co-Direct travel, tours and regional soccer tournaments for teams of 15 high school students from Mexico and United States (7 days each in US and Mexico)

Wide-ranging experience living and studying overseas:

- **Coleraine, Northern Ireland (2001-02):** Completion of BA, via Binghamton University
 - **Oviedo, Spain (1999-2000):** University of Oviedo, Spanish language and culture program, Study Abroad with Binghamton University
 - **Amman, Jordan (1997-98):** College of Islamic Sciences, Arabic language and culture program
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PROFESSIONAL PURSUITS

Director of International Programming, Rabun Gap-Nacoochee School, March 2012 – present

- Director of International Admission: Direct and manage aggressive recruitment of international students, expanding and diversifying the international population to 130 students from 42 countries in 2016, including first students from Afghanistan, Brazil, Bulgaria, Canada, Finland, India, Italy, Japan, Lithuania, Kazakhstan, Poland, Somalia, Somaliland, and United Arab Emirates
- Certified Designated School Official (DSO) for US Immigration and Customs Enforcement SEVP F1 Visa program
- Support international students and their families in all aspects of life at school: visas, immigration forms, bank accounts, travel logistics, new international student orientation, primary communication liaison between the school and international families
- Establish and develop partnerships with schools abroad (student exchange and dual diploma programs)
- Develop, coordinate and oversee all school study abroad travel and initiatives
- Successfully redesigned school's ESL program to meet changing needs of students
- Budget administration

World Languages Department Chair, Rabun Gap-Nacoochee School, January 2008 – June 2014

- Pioneered the school's faculty diversity initiative by insuring that the majority (80%) of the department's faculty hires since 2008 were minorities
- Established the school's Mandarin language program
- Restructured the Spanish and French programs to ensure level-appropriate instruction, foster enthusiasm for language learning, and guarantee more rigorous and successful AP courses
- Doubled the enrollment in elective upper-level language courses
- Organized highly successful Spring Break trips abroad to Spain, Portugal, and the Galapagos Islands
- Budget administration

High School Spanish Teacher, St. Paul's School, LA and Rabun Gap-Nacoochee School, GA, April 2002 – June 2014

- Developed and taught curriculum for all Spanish classes levels 1 through AP
- Coordinated and executed a thriving student exchange program with Colegio de La Salle in Mexico City, Mexico

REFERENCES

Mr. Clayton Lovett
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