

# PATRICK GILDEA

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Results-driven professional with a diverse background of B2B sales, marketing, sports, and healthcare-related experience and achievements in multiple industries that demonstrates the ability to adapt quickly to new roles and responsibilities with immediate efficiency. Experience is supported by commitment to be a top performer from prior collegiate and professional sports background that included participating in two NCAA and SEC Track & Field Championships and competing in IAAF World Championship events. Strengths:

- Consultative Selling
- Account Management
- Strong Communicator
- Leadership Ability
- Marketing & Promotions
- Sales Goal Attainment
- Customer-Service Driven
- Program Development
- Customer Relationship Building
- Complex Problem-Solving
- Attention to Detail
- Time Management

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## PROFESSIONAL EXPERIENCE

### **Assistant Coach Cross Country, Track & Field - UNIVERSITY OF TENNESSEE, CHATTANOOGA** **12/2023 - Present**

- Assist with constructing and implementing training principles for student-athletes at UT Chattanooga.
- Recruit prospective student-athletes in accordance with the NCAA, Southern Conference and UT Chattanooga rules, regulations, policies and procedures.
- Maintain and build a program that is competitive at the conference, regional and national level in NCAA Division 1.
- Execute responsibilities as assistant coach in a manner that reflects an ongoing commitment to the excellence, integrity and success of the sports program; the department and the university.

### **Director/Principal - KNOXVILLE DISTANCE PROJECT** **10/2019 – Present**

- Created the concept and launched this sports performance coaching business for athletes (from high school to Olympic Trials Qualifiers) that provides a holistic approach with structure, balance, and flexibility.
- Built the company's name recognition by networking in the local sports community, leveraging contacts with athletes, generating referrals, using social media, and applying coaching methods that exceeded expectations of athletes.
- Developed and implemented training for all local athlete that qualified for 2020 Olympic trials.

### **Case Manager - KNOXVILLE AREA PROJECT ACCESS** **03/2021 – 06/2022**

- Contributed to the success of this nonprofit agency that coordinates and facilitates access to medical care with physicians, hospitals, and health clinics for the uninsured Knox County population.
- Consistently achieved quality, cost-effective outcomes by managing an average caseload of 100 patients and coordinating customized care plans for individual medical requirements for patients with different disease states.
- Managed and maintained updated records/documentation of each patient conversation, appointment reminders, and any communication with physicians or medical clinics to ensure the most appropriate care.
- Recognized for ability to build relationships and advocate for patients from culturally diverse backgrounds.

### **Counselor - DEPARTMENT OF HUMAN SERVICES** **03/2020 – 09/2020**

- Managed a caseload of 50 clients by providing personalized guidance/counseling for individuals with physical, mental, developmental, or emotional disabilities to assist them in locating employment and living independently.
- Achieved results in assisting clients with overcoming challenges from disabilities by developing treatment plans, coordinating with healthcare professionals (physicians, therapists, psychologists), and arranging for medical services.
- Assisted and guided clients in career training to establish job-related skills that were successful in building confidence in their abilities and securing employment.

**Teacher / Head Coach Cross-Country / Assistant Coach Track & Field - WEST HIGH SCHOOL 11/2012 – 05/2020**

- Implemented teaching and coaching efforts that assisted students and athletes in achieving their highest level academic and sports performance.
- Created a positive learning environment and overcame challenges while teaching in a special education classroom by adapting teaching methods to appropriately address the learning styles of each student.
- Served on Athletic Council that assisted in making strategic decisions for the Athletic Department.

**Graduate Assistant Coach - SAINT FRANCIS UNIVERSITY 08/2010 – 04/2012**

- Utilized sales and relationship building efforts that were influential in recruiting student-athletes.
- Guided student-athletes to numerous All-NEC performances on the track and in cross-country.
- Advised student-athletes in selecting academic courses to meet requirements for their degrees.
- Interacted with parents and alumni, forging relationships for the advancement of the program.

**Personal Trainer / Consultant – OPTIMAL PERFORMANCE, INC. 11/2006 – 08/2010**

- Achieved 120% of monthly sales goal using an educational approach to sell personal health/wellness training services.
- Reduced insurance premiums for Clayton Homes and PetSafe by creating a health-focused culture at each business.
- Implemented a Healthy Family Program by creating and marketing training programs customized for parents and children outside of work and school hours.

**Professional Athlete - TRACK & FIELD 06/2003 – 08/2008**

- Placed Top 10 in numerous athletic competitions in 2008 and 2009.
- Achieved international recognition being selected to two separate International Amateur Athletic Federation (IAAF) World Championship events in 2006 and 2008.
- Earned extensive recognition in 2004 and 2005 including a career best 7th place at USA Outdoor Track & Field Championships over 10,000 meters.

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**EDUCATION**

**M.Ed., Leadership (*Cum Laude*) – SAINT FRANCIS UNIVERSITY**

**B.A., Psychology – UNIVERSITY OF TENNESSEE**

*Cross Country and Track & Field Team (3 years)*

*2 National Collegiate Athletic Association & Southeastern Conference Championships*

*Southeastern Conference Cross-Country Athlete of the Week; Most Valuable Runner*

*Vega-Watts Award (Awarded for greatest sacrifice to compete for the team)*

**Community Involvement:** The Deadhead & The Engineer Podcast;

Team In Training – Leukemia & Lymphoma Society, Head Run Coach; Revolution Three Triathlon, Run Course Marshall, and Volunteer Coordinator; Board Member/Columnist, Knoxville Track Club; Covenant Health Knoxville Marathon, Course Captain