

## Contact

kencarter@gmail.com  
847.767.7588 (Mobile)  
kencarter@gmail.com

www.linkedin.com/in/networker  
(LinkedIn)  
Carter.ezlocalpro.com/ (Other)  
branded.me/kenneth-e-carter-jr  
(Other)

## Top Skills

Sales Management  
Sales Process  
Training & Development

## Languages

English

## Certifications

Certified Performance Coach

## Honors-Awards

CEC Commitment to Excellence  
Student Success Award  
CEC Commitment to Excellence  
Student Success Award  
CEC Commitment to Excellence  
Student Success Award  
CEC Commitment to Excellent  
Student Success Award

# Kenneth E. Carter, Jr.

Sales Management and Leadership Executive/Coach, Visionary and  
Entrepreneur  
Greater Chicago Area

## Summary

I am a seasoned senior level executive with a strong background in business management, development and analysis. My experience in marketing, forecasting and team development enables me to build a cohesive team that meets the demands of stakeholders using my collaborative and innovative approach of discovery, innovation, empowerment and vision.

---

## Experience

### Perdoceo Education Corporation

19 years 5 months

#### Associate Director Of Admissions

March 2010 - Present (12 years 9 months)

Greater Chicago Area

Over the past 19+ years, I have been instrumental in several developmental growth initiatives and startup operations where I lead admissions teams in a 24/7 call center operating environment. This has enabled me to refine my skill set in several key areas such as: Business Development, Hiring, Mentoring and Team Development, Performance Management and Coaching, Student Retention, Forecasting and Lead Development.

### Student Manager

September 2007 - March 2010 (2 years 7 months)

Greater Chicago Area

I successfully managed the student start cycles of several teams within our Specialty Division and worked closely with the Directors of Admissions to ensure that our advisors received timely feedback and coaching to ensure the long term success of our students.

### Associate Student Manager

March 2007 - September 2007 (7 months)

Greater Chicago Area

### Senior International/Domestic Admissions Advisor

July 2004 - March 2007 (2 years 9 months)

Greater Chicago Area

National Admissions Advisor

July 2003 - July 2004 (1 year 1 month)

Greater Chicago Area

Humble Homes Development, LLC

President/Founder

February 2022 - Present (10 months)

Greater Rockford Area

Humble Homes Development, LLC was developed to create affordable homes for military and senior population. We are developing homes that are desirable, safe, and secure. We want our residents to live out their best life, and to that end we work endlessly to deliver world class service. Our population is steadily aging, and our military veterans are returning back from deployment requiring assistance as they assimilate back into our society and Humble Homes Development, LLC can help.

ICI Worldwide, LLC

President, Business Consultant and Proprietor

May 2016 - Present (6 years 7 months)

Greater Chicago Area

ICI Worldwide, LLC is a progressive consulting company that is committed to the revitalization of our communities by offering professional consulting services and business tools that are designed to help individuals and small businesses maximize alternative income streams, increase productivity, and eliminate debt.

Gerson Lehrman Group Council

Professional Business Consultant

January 2006 - Present (16 years 11 months)

The Gerson Lehrman Group Councils are global networks of executives, physicians, scientists, engineers, attorneys, and other professionals who deliver expertise and decision-making assistance to business, government and investment leaders from around the world.

EZlocal

Small Business Consultant

April 2018 - October 2018 (7 months)

Greater Chicago Area

EZLocal helps small to medium sized business to “put them on the map”. Many small businesses and entrepreneurs struggle to build their digital brand either due to lack of experience creating impactful web presences, knowledge of various social media channels and SEO, cost or both. As an entrepreneur myself, ICI Worldwide, has partnered with EZLocal to offer a full suite of affordable web services to business owners and entrepreneurs all for just a few dollars a day; and with no long-term contracts.

### District 30 Toastmasters

General Member #02391473

May 2013 - May 2014 (1 year 1 month)

Schaumburg, Illinois

Toastmasters International is a nonprofit educational organization that operates clubs worldwide for the purpose of helping members improve their communication, public speaking and leadership skills.

### Best Buy

Best Buy/Magnolia Home Theater Business Consultant (Part-Time)

June 2005 - July 2011 (6 years 2 months)

Kildeer, Illinois

At Magnolia Home Theater, we provide exceptional customer experiences from the moment you walk through the door. Our stores feature comfortable demonstration rooms, and premium brands that deliver outstanding performance. My customers are always immersed in the sights and sounds of high-quality audio, video, and home theater equipment. As a Magnolia Professional Consultant, I help customers explore various choices including in-home consultation which enables me to create the entertainment system of their dreams.

### The Home Depot

Assistant Store Manager and Business Development Consultant - Expo Design Center

June 2002 - June 2003 (1 year 1 month)

Greater Chicago Area

My tenure at Expo Design Center (owned by Home Depot) was brief but impactful. As an Assistant Store Manager/Business Development Consultant (ASBDC), I was responsible for nearly 50% of the store volume of this gigantic 3 level \$75-million-dollar home improvement mega store located in downtown Chicago, Illinois.

My responsibilities included the management of external contracting and business consulting as well as the effective development of a 30-member

business and sales development team in the external contractor department, hardware and bath department and specialty department. Furthermore, I was responsible to oversee projects with our in-house design team.

### Circuit City

General Manager and Community Development Manager

June 1990 - June 2002 (12 years 1 month)

Greater Chicago Area

As General Manager and Community Development Manager, I was directly responsible to implementation new business in the Chicagoland marketplace. This included the successful opening of a new 45,000 square foot prototype superstore. During my tenure at Circuit City, I successfully built community alliances and developed “big box” superstores with volumes exceeding 45 million dollars annually. I was responsible for the training and development of over 200 associates and managers.

### Wall To Wall Sound & Video

General Manager and Community Development Manager

1988 - 1990 (2 years)

Greater Philadelphia Area

As General Manager and Business Development Manager for Wall to Wall Sound & Video, I was directly responsible building new business relationships while effectively opening and operating their new 20,000 square foot “big box” superstores. My first store (which exceeded 25 million dollars of annual volume) was located in Lancaster, Pennsylvania and supported 45 direct reports and managers. While employed at Wall to Wall Sound & Video, I introduced a new marketing campaign targeting the new media vehicle of local cable television marketing.

### Macy's Department Store

Senior Sales Manager and Business Analyst – Consumer Electronics

1986 - 1988 (2 years)

Greater Philadelphia Area

My Responsibilities as the Senior Sales Manager and Business Analyst at Macys was quite unique. Previous to the launch of today’s modern-day “big box” retailers, Macys, was the premier player in the consumer electronics marketplace throughout the United States. My responsibilities were extensive which included the successful implementation of their multi-million dollar “store within a store” electronics department which exceeded 15% of the entire volume of the 75+ million-dollar department store in Langhorne, Pennsylvania.

My responsibilities also included the event by event square foot analysis of retail property and travel to the regional office in Newark, New Jersey with the regional buyer team on a monthly basis.

#### U-Haul International, Inc

General Manager, Commander and Community Development Agent  
1985 - 1986 (1 year)

My Responsibilities as a General Manager, Commander and Community Development Agent at U-Haul was a hybrid position of operations and sales development. I was directly accountable to manage a GRI/rental and service center located in Northeast Philadelphia. Inclusive of this operation was a 20,000 square foot rental facility, a 4 bay service shop and general rental equipment showroom. I had 5 retail associates and 4 service technicians that reported to me.

#### Best Products Catalog Showroom Company

Senior Department Manager  
1977 - 1985 (8 years)

---

## Education

#### Colorado Technical University

Master of Business Administration - MBA, Entrepreneurship/Entrepreneurial Studies · (2018 - 2019)

#### Colorado Technical University

Bachelor's Degree, Marketing/Marketing Management, General · (2003 - 2005)

#### Temple University

Radio, Television, Film, Communications

#### Harrisburg Area Community College

General Education

#### Milton Hershey School -Private Preparatory School

High School, College Preparatory Technical - Electrical Concentration