

# DOUGLAS W BRADY JR.

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## EDUCATION




Southeast Missouri State University, Cape Girardeau, MO In Progress

**MASTER OF ARTS: PUBLIC ADMINISTRATION**

Menlo College, Atherton, CA 2006

**BACHELOR OF SCIENCE: SPORTS BUSINESS MANAGEMENT**

## COACHING BACKGROUND

	<p><b>Jan 2020 - Current</b> <b>BRADY PERFORMANCE, San Diego, CA</b> <b>OWNER/OPERATOR</b></p> <ul style="list-style-type: none"><li>• Provides unparalleled and comprehensive Quarterback development programs designed for helping athletes achieve their individual goals</li><li>• Hired by KMM Sports multiple times to help prepare collegiate Quarterbacks for their Pro Days (Mason Fine, North Texas and Taylor Cornelius, Oklahoma State)</li><li>• In under two years of operation two Quarterbacks have received Division 1 scholarship offers after having started with us</li><li>• Brady Performance collaborates with FBS college coaches and NFL coaches in regards to sharing ideas</li><li>• Our very first event a month after launching had 45 participants</li><li>• On-field, online film classroom and virtual reality training for youth to Pro QBs</li></ul>
	<p><b>2016-2018</b> <b>WESTVIEW HIGH SCHOOL, San Diego, CA</b> <b>OFFENSIVE COORDINATOR</b></p> <ul style="list-style-type: none"><li>• Scored more points (277) than any other Westview offense had scored in the prior 5 years, in just my second season leading the offense</li><li>• Responsible for developing the Palomar League's Offensive Player of the Year in Quarterback Beau Nelson</li><li>• The program defeated a higher playoff seed in two of the three years</li></ul>
	<p><b>Feb 2013 - Nov 2014</b> <b>CENTRAL METHODIST UNIVERSITY, Fayette, MO</b> <b>OFFENSIVE COORDINATOR/RECRUITING COORDINATOR</b> <b>DIRECTOR OF FOOTBALL OPERATIONS</b></p> <ul style="list-style-type: none"><li>• As the OC, led a dramatic improvement in turnover area, from -19 to +2</li><li>• Winning average improved 35% over my two years at the school</li><li>• Was responsible for recruiting high performing difference-makers</li><li>• Coordinated local, state and nationwide recruiting</li><li>• Led offensive unit through preparation, practice planning and competition</li><li>• Responsible for coordinating all travel and team meals</li><li>• Developed the NAIA Player of the Week (Oct '14)</li><li>• Coached BSN Player of the week at Quarterback (Sept '13)</li><li>• Guided recruits and their families from initial contact to moving on campus and beyond</li></ul>



**Nov 2011 - Jan 2013**

**LINDENWOOD UNIVERSITY, Belleville, IL**

**OFFENSIVE COORDINATOR/RECRUITING COORDINATOR**

**ADMISSIONS COUNSELOR**

- Helped a start-up program eclipse a 36% winning average
- Program went from ground floor of 0 players to 120 players in nine months under my watch as the Recruiting Coordinator/Admissions Counselor
- Developed and coordinated the local, state and nationwide recruiting program
- Lead offensive unit through preparation, practice planning and competition.



**Mar 2011-Nov 2011**

**FORT LEWIS COLLEGE, Durango, CO**

**TIGHT ENDS COACH/RUNNING BACKS COACH**

- Recruited Pueblo, Denver, Southern California and Northern California regions
- Fundraised and promoted clinics and camps
- Kept an updated CARA log
- Taught player's fundamentals and offensive/special teams schematics



**Jul 2008-Dec 2010**

**SOUTHEAST MISSOURI ST. UNIVERSITY, Cape Girardeau, MO**

**OFFENSIVE GRADUATE ASSISTANT/QUARTERBACKS COACH**

- Played a key role in helping the program move from last to first place during my three seasons in a leadership role
- Won the first conference title in school history
- Helped to lead the program to the national playoffs for the first time in school history
- Responsible for developing an All Conference Quarterback in QB Matt Scheible; was the Conference pass efficiency leader ('10)
- Quarterback Houston Lillard was chosen as the FCS Player of the Week when he threw for 480 Yards and 4 TD's in one game; he was the school's first honoree ('08)

**2010**

**OHIO VALLEY  
CONFERENCE  
CHAMPIONS**



**Jan 2007-July 2008**

**SOUTHWESTERN COLLEGE, San Diego, CA**

**OFFENSIVE COORDINATOR/QUARTERBACKS COACH**

- Developed two Quarterbacks who received Division 1 scholarships while a third received a Division 2 scholarship
- Helped to lay the foundation for an offense who was rebuilding, and found success in successive years



**FALL 2006**

**POWAY HIGH SCHOOL, Poway, CA**

**ASSISTANT FOOTBALL COACH**

- Developed Quarterback Donnie McKillop who was named to the 2nd Team All-CIF
- McKillop passed for 3,500 Yards and 25 Tds; these numbers eclipsed any QB in school history by a landslide
- We reached the CIF Division 1 (highest county division) Championship game for the first time in 13 years






**Spring 2006**

**STANFORD UNIVERSITY, Palo Alto, CA**

**FOOTBALL MANAGER**

- Assisted the coaching staff with on-field operation of practice
- Was responsible for the arrangement of all visiting coaches camp assignments

## PROFESSIONAL BACKGROUND

	<p><b>Jan 2020 - Current</b> <span style="float: right;"><b>WINGS RECOVERY, Carlsbad, CA</b></span></p> <p><b>MARKETING DIRECTOR</b></p> <ul style="list-style-type: none"> <li>• Create and manage messaging to fit the objective of the organization</li> <li>• Oversee digital marketing effort</li> <li>• Replenish pipeline of new clients</li> <li>• Review prior efforts, correlate successful campaigns towards driving consistent census numbers</li> <li>• Oversight of backend software connections.</li> </ul>
	<p><b>Mar 2018-Dec 2019</b> <span style="float: right;"><b>ESUB CONSTRUCTION SOFTWARE, San Diego, CA</b></span></p> <p><b>REGION SALES MANAGER</b></p> <ul style="list-style-type: none"> <li>• Enterprise focus of \$25 Million to \$100 million and above</li> <li>• 19 States in the Northeast, Southeast and Midwest. The majority are in the Northeast</li> <li>• Top sales volume in the company for Q4 of 2018</li> <li>• My average sale is 30% higher than the company average sales price.</li> </ul>
	<p><b>May 2015-Mar 2018</b> <span style="float: right;"><b>BUSYBUSY, San Diego, CA</b></span></p> <p><b>ACCOUNT EXECUTIVE FOR SOUTHERN CALIFORNIA</b></p> <ul style="list-style-type: none"> <li>• Mobile labor and equipment tracking tool that gives business owners visibility on their labor and heavy equipment assets</li> <li>• Develop relationships with small to midsize business owners</li> <li>• Develop referral/channel partnerships with insurance companies, payroll companies and bonding companies</li> <li>• Develop a pipeline of clients and enable sales</li> </ul>

## CHARACTERISTICS AND PROFICIENCIES

- **Bilingual:** Fluent in Spanish and English.
- **Computer Skills:** MS Word, MS Excel, MS PowerPoint, MS Publisher, Playmaker Pro, Salesforce, Slack, Adobe EchoSign, CARS, CAMS, HUDL, DSV, TD PRO.
- **Certifications:** NCAA certified; CPR certified; California Certified Substitute Teacher, Procore Subcontractor certified, CA Life Insurance.
- **Professional Affiliations:** American Football Coaches Association (AFCA), and the Football Coaches Professional Growth Association (FCPGA). BNI (Business Networking International). AGC (Association of General Contractors), ASA(American Subcontractors Association).
- **Speaking Engagements**
  - o Hilltop High School Football Coaches Clinic, Chula Vista, CA (Jan 2019)
  - o AGC of Wisconsin Tech Show, Wisconsin Dells, WI (Jul, 2016)
  - o AGC Rapid Fire Tech Demo, Palm Desert, CA (Oct, 2015)
  - o EMCEE for ASA of Colorado Golf Tournament, Castle Rock, CO (Jun 2015)
  - o Southeast Missouri Coaches Clinic, Cape Girardeau, MO (Feb 2013 & 2014)
  - o St Louis Nike Clinic, St Louis, MO (Feb 2012)
  - o Hayden’s Round Table Coaches Clinic, Springfield, ILL (Jan 2012)
  - o St. Louis Clinic at Desmet HS, St Louis, MO (Jan 2012)
  - o Fort Lewis Coaches Clinic, Durango, CO (May 2011)
  - o Olympian HS Clinic, Chula Vista, CA (Apr 2008)

- o FCPGA Clinic Mira Mesa High, Mira Mesa, CA (Mar 2007)

## **PLAYING BACKGROUND**

### **New Mexico State University, Menlo College and Mesa College**

- Played Quarterback
- Three-time conference player of the week

### **Poway High School, Poway, CA**

- Starting Quarterback
- ALL-Conference Performer
- Selected to be a Team Captain

## **REFERENCES**

**Ed Carberry, Head Coach Southwestern College**

Relationship: Former Boss at SWC  
760-815-0334

**Cesar Rivas, Head Football Coach at Southeast University in Lakeland Florida**

Relationship: Former Boss at Fort Lewis College  
619-948-6225

**Tony Samuel, former Head Coach Southeast Missouri State University**

Relationship: Head Coach at New Mexico State and boss at SEMO  
573-270-2752

**Shawn Watson, Offensive Coordinator at Northern Iowa**

Relationship: Professional acquaintance  
512-748-0131

**Jeff Fisher, Defensive Coordinator at Washington University of St Louis**

Relationship: Former Boss  
618-791-1663

**Vincent White, former college coach at SEMO, AZ State, Maryland, Utah, U of NM**

Relationship: Worked under him at Southeast Missouri  
573-803-8131

**Chris Norris, Assistant Coach at University of Oregon**

Relationship: Worked with him at Southeast  
573-270-8511

**Fred Guidicci, Special Teams Coordinator San Jose State University**

Relationship: SP Teams/TE's coach at Menlo while I was there  
Cell: 650-670-0777