

CAROLINA SORIANO, M.A.

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EDUCATION

Elmhurst University	2018 – 2020
Master of Arts, Industrial Organizational Psychology	Cum Laude
Northern Illinois University	2014 – 2018
Bachelor of Arts, Psychology Minor, Spanish Linguistics	Cum Laude

SKILLS & COMPETENCIES

- Instructional Design
 - Project Management
 - Adult Learning Principles
 - Script Writing
 - Problem Solving
 - Stakeholder Management
 - Curriculum Design
 - Program Evaluation
 - Camtasia / Videography
 - Adobe Creative Cloud
 - Articulate 360
 - Graphic Design
 - Adobe Photoshop
- Language Proficiency**
English & Spanish

EXPERIENCE

Instructional Designer – Medline Industries | Sales Training Sep 2022 – Present

- Collaborate with senior sales leadership and divisional partners on enterprise level projects
- Conduct discovery meetings with SMEs to collect content and define learning objectives
- Design visuals, scripts, style guides, and interactivity for eLearning courses, instructional videos and ILT
- Develop graphics and gifs using Adobe Illustrator, Photoshop, Gimp and Camtasia
- Develop and edit instructional videos using Camtasia, Vyond and Storyline
- Consult on the design of learning programs for business needs using different modalities and set timelines
- Act as project manager for Sales Training learning plans with multiple asset deliverables
- Write knowledge check questions and learning assessments to measure learning retention
- Work with multiple inhouse salesforces to identify learning gaps and business needs
- Achieved maximum bonus potential for 3 consecutive years, which is based on new rep sales performance

Sales Training Manager – Medline Industries Dec 2020 – Sep 2022

- Managed the Sales Training Department's Learning Management System
 - Assisted employees with LMS technical issues and system bugs
 - Managed the eLearning modules for over 25 salesforces (over 4100 learning assets)
 - Conducted quarterly reviews for quality and accuracy of learning assets
 - Helped onboard new sales reps in over 25 different sales markets
 - Produced and moderated ILT sessions on Zoom, managed break out room activities and interactivities
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ASSOCIATIONS

Society for Industrial and Organizational Psychology (SIOP)
Association of Talent Development (ATD)
Learning Guild

REFERENCES

Available Upon Request