



Team Leadership

Sales Coaching

Talent Recruiting / Development

Operations Management

Business Growth

Project Management



- **TESOL Certified**
World TESOL Academy, Nov 2023
- **Counter-Surveillance Operator**
EBSSA Serbia, Dec 2025
- **CMC Combat Medic Certified**
ICTM Kyiv, Sept 2024
- **CLS Combat Life Saver Certified**
BFF Zhytomyr, July 2024
EBSSA Serbia, Oct 2024
- **Combat Systems Certified**
EBSSA Serbia, July 2024
- **Certified Drone Pilot**
Virtrugan School, Apr 2026
- **B.S. in Computer Science**
CSU, Georgia USA, Dec 2010



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SHANNON TAFT

IMPACT-FOCUSED LEADER

Founder and operations leader with experience building training programs, coordinating distributed teams, and developing practical systems in dynamic environments. Founded Lions of Lviv, a Ukraine-based community education initiative through which I have directed 60+ workshops, coordinated volunteers, and supported logistics across multiple locations.

Earlier experience includes inside-sales leadership, account management, business development, performance coaching, retail operations, inventory management, and P&L responsibility. Brings a practical, people-centered approach to training, process improvement, client communication, and team performance. Pursuing corporate opportunities in operations, program coordination, sales enablement, customer success, or sales leadership.



Experience

- **Drone Engineer** *June 2026 - Aug 2026*
Served in Ukrainian Unmanned Systems, receiving hands-on training in fixed-wing drones, mission planning, flight execution, and field deployment. Gained practical experience operating unmanned aircraft in dynamic environments while developing skills in navigation, communications, situational awareness, and team-based mission support.
- **Founder & Director, "Lions of Lviv"** *Dec 2023 - Present*
Developed "Lions of Lviv" community education initiative in Ukraine--focused on teaching tacMed to civilians and humanitarian groups. Managed groups of volunteers on projects. Developed logistics across Ukraine and supported various other projects.
- **Business / Operations Consultant** *July 2025 - March 2026*
Develop sales systems and landing pages for clients. Manage lead-generation initiatives and CRMs to drive business growth.
- **English Coach, "BEA" School / Private** *MAR 2025 - NOV 2025*
Tutored adult students virtually in business English topics. Students were based in Ukraine, Portugal, France, and Poland. Developed English business language skills specific to their roles.
- **Account Manager, Freemodel Inc** *April 2024 - Dec 2024*
Oversaw full sales cycle (pre-qualify leads, collect project info, manage contracts) for Freemodel. Drove business growth through outbound prospecting with company ICPs. Managed \$2 million pipeline across southern CA
- **Inside Sales Manager, Mark Spain RE** *Jan 2021 - April 2024*
Developed inside sales team in everything from talent recruiting stage to daily performance management. Analyzed weekly trends to coach the team and develop growth strategies. Helped scale the business to 4 new markets in 8 months.
- **General Manager, Tractor Supply Co** *Jan 2018 - Nov 2020*
Led business growth of +15% YOY at North GA locations. Led sales teams of 8-16 people. Managed store operations, inventory, and P&L.