

MICHAEL JAMES DOBBS

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TEACHER/SWIM COACH/ENTREPRENEUR

Coaching, Marketing & Executive Management

A member of National Interscholastic Swim Coaches Association (NISCA) with six years experience as a **swim coach for middle and high school students** seeking position as teacher and swim coach at high school or college level. Highly competitive, passionate, persuasive and articulate, able to achieve results others believed to be impossible. Also experienced in **marketing, public relations, and partnership building** while starting and operating small businesses for more than 18 years.

Demonstrated success record in:

- Earning a full athletic scholarship
 - Participation on Division 1 Swim Team, which placed top ten at NCAA for four years (1986-1990)
 - Building Ensworth High School swimming program from the ground up
 - Taking Montgomery Bell Academy High School and Middle School to **win at state, division, and regional competitions**
 - Placing top ten on Division I Swim Team at NCAA for four years (1986-1990)
 - Growing Pay Systems of America **from zero revenue to over a million** within 5 years
 - Establishing Doctors Access
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HIGHLIGHTED CAREER ACHIEVEMENTS

- Named 2010 Men's Swim Coach of the Year – Middle Tennessee High School Swim Association
 - Initiated relocation and build out of new headquarters to prepare for company growth
 - Implemented strategy to utilize existing Concord EFS sales representatives to market our payroll services nationwide. Company doubled in customer size within two years
 - Successful in raising capital from 12 individual investors within 30 days to purchase the payroll division from Concord EFS to prevent it from being sold to a competitor
 - Successful in finding a buyer for company and doubling the value of investment for shareholders
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PROFESSIONAL EXPERIENCE

Montgomery Bell Academy High School & Middle School, Nashville, Tennessee 2007–Present *Contracted Head Swim Coach*

Responsibilities include season planning and scheduling, attending all association meetings, making presentations to school and parents during recognition events, and writing material for meets. Carried Montgomery Bell Academy (MBA) team to win at the following meets and competitions:

- 2010: Placed first at Tennessee State Championship Meet; Middle Tennessee High School Swim Association Division VI winner; and Middle Tennessee Regional Championship winner
- 2009: Placed second at Tennessee State Championship Meet; Middle Tennessee High School Swim Association Division VI winner; and Middle Tennessee Regional Championship winner
- 2009: Placed first at Tennessee State Middle School Championship Meet
- 2008: Placed Third at Tennessee State Championship Meet; Middle Tennessee High School Swim Association Division VI winner (top division); and Middle Tennessee Regional Championship winner

Ensworth High School & Middle School, Nashville, Tennessee**2005–2007*****Head Swim Coach***

Built swim program from the ground up by securing pool space, joining the local and state swim associations, ordering equipment, setting schedules (meets as well as practices), planning and writing announcements for meets, posting team news to Internet, communicating with parents, and serving as volunteer head swim coach for the team. Led the newly-formed Ensworth High School to its first Middle Tennessee High School Swim Association Division II Championship (2007).

Nashville Aquatic Club**2004–2005*****Assistant Swim Coach***

Coached girls and boys ages 8 to 12. Responsibilities included stroke instruction and swim training. Reported to head age group coach.

Doctors Access (Nashville, Tennessee)**2005–Present*****President and CEO***

Acquired and renamed to Doctors Access and relocated company to Nashville. Responsibilities included overseeing hiring, sales/marketing, operations and development, and working in all areas of the company to initiate improvement and growth. Doctors Access was established in 1994 as a premier choice for small to midsize practice when selecting an affordable easy-to-use practice management system. Grew to successfully serve customers in 29 states from Florida to Alaska.

Pay Systems of America (Nashville, TN)**2001–2003*****President and CEO***

Secured capital from 12 investors within 30 days to repurchase Pay Systems of America—a division of Concord EFS—and ran it as separate company. Upon selling the company and doubling the value of investment for shareholders in 2003, PSA was running payroll for some 2,000 businesses throughout the United States and employed close to 50 people.

Concord EFS-Pay Systems of America (Nashville, TN)**1997–2001*****President Of Payroll Services***

Managed payroll, human resources, time tracking, and payment processing services. Initiated the relocation and build out of new headquarters to prepare for company growth. Implemented strategy to utilize existing Concord EFS sales representatives to market payroll services nationwide. Company doubled in customer size within two years.

Pay Systems of America (Nashville, TN)**1992–1997*****President***

A company providing payroll, human resource, time tracking, and payment processing solutions to small to medium size businesses throughout the United States. Grew company from zero revenue to over a million within five years. Sold a national account (Outback Steakhouse) that added over 500 individual restaurant locations to payroll services department. Sold Pay Systems of America to Concord EFS, a publicly traded company.

ASSOCIATIONS & VOLUNTEER WORK

Nashville Aquatic Club Assistant Swim Coach (ages 8 to 12) 2004–2005
USS Stroke & Turn Judge 2006–present
USS Referee 2009
Head Starter for Summer League Swim Team 2008 & 2009
President of Nashville Swim League 2008–2009
Board Member, Nashville Aquatic Club 2007–2009
VP of Nashville Swim League 2007

EDUCATION

MBA, Belmont University, Nashville, Tennessee • 1995
BS Economics with Financial Applications, Southern Methodist University, Dallas, TX • 1990
The Peddie School, Hightstown, New Jersey • 1986

REFERENCES

Ricky Bowers
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