**Gail L. Kadar**

**129 Orleans Pl, West Monroe, LA 71291 (318) 547-2167 glkadar@yahoo.com**

**SUMMARY OF QUALIFICATIONS:**

* Undergraduate and graduate work in sciences for physical education, health and wellness.
* 10 years sales and marketing management experience in managed care.
* Professional Life Coach Certificate and experience.
* Dale Carnegie coach and platform speaker.

**COMMUNITY TRUST BANK, West Monroe, LA**

**Personal Banker (1/2009 to 12/2013)**

Responsible for executing financial transactions in a professional and timely manner; promote and maintain positive customer service and relationships.

* Executed various accounting transactions and reconciliation tasks complying with regulatory requirements; data base member and transaction information.

**WILLSTAFF WORLDWIDE, Monroe, LA**

**Executive Recruiter (1/2008-Present)**

Recruit individual candidates and negotiating employment contracts.

* Determine talent acquisition by studying organization and executive job succession plans; identify job qualifications and requirements, conferring with hiring executives.
* Perform telemarketing cold calls building executive candidate database; locating, interviewing and qualifying prospects.

# United Way, Monroe, LA

**Campaign Associate (2007 Temporary Position)**

Responsible for 30 local employer groups annual fund raising campaigns.

* Assist employer group managers in planning and executing campaigns.
* Coordinate and facilitate presentations to employees securing individual contributions.

**REALOGY, Los Angeles, CA**

**Escrow Processor and Signing Agent (2003-2007)**

Recruited to West Coast Escrow, a division of Realogy (previously Cendant Corporation, a Fortune 500 Company) and advanced quickly from field floater to team processor for top producing, awarding winning team.

* Liaison services to principals, real estate agents and mortgage brokers managing new business and increasing repeat business.

**AMERICORP FUNDING, Los Angeles, CA (Independent Contractor)**

**Broker Loan Coordinator (2002-2003)**

Full responsibility of opening and managing new client files. Liaison between real estate brokers, lenders, and borrowers maintaining constant communication in key transactions in a high volume, fast paced environment.

**HEALTHCARE SALES AND MARKETING**

**MAXICARE HEALTH PLANS, INC., Los Angeles, CA**

**Director of Sales and Marketing (1995-2001*)***

Joined company to revitalize a non-performing division of company and orchestrated the turnaround of Medicare Division, establishing a strong presence in a mature market.

* Key liaison to federal government officials, corporate management, contracted compliance consultants and brokers. Responsible for coordinating and executing audit preparation securing federal funding.
* Collaborated with internal and external partners maintaining compliance with federal standards.
* Launched innovative broker marketing program; increased revenue from $3.1 million to $94.8 million.
* Worked directly with provider relations marketing to new hospitals, updating hospital data base, and resolving service and contractual issues.
* Identified and negotiated strategic partnerships and alliances across all business units to facilitate business development initiatives.
* Reported sales outcomes at company senior management meetings and Joint Operation Committee meetings with contracted providers.
* Created and designed new product identification for special market segments; managed both production and distribution of marketing materials.
* Conceived, planned, staffed and publicized special events increasing market presence.

**PACIFICARE (Formerly FHP Health Care), Cerritos, CA**

**District Sales Manager (1991-1995*)***

First Medicare sales manager hired from outside the company. Effectively managed three sales offices and consistently exceeded quota while aggressively restructuring sales territory during division’s reorganization.

* Increased sales 27% in a highly penetrated market the first year, generating $8.2 million in annual revenue.
* Successfully built and nurtured relationships with physician associations and senior community centers.
* Coordinated joint marketing efforts promoting community awareness and increased market share.
* Monitored competition and industry trends updating information for sales presentations.
* Represented company at professional business meetings and community events; promoted a positive public image; cultivated new business relationships.

# EDUCATION & TRAINING

M.S., Physical Education – Florida International University

Miami, FL

B.S., Physical Education – Russell Sage College

(Graduated with Honors) Troy, NY

**USC**  - Management Development in Health Care Certificate

**UCLA -** Marketing and Public Relations Extension Classes

**Coaches Training Institute -** Professional Life Coach Certificate

**Pfizer Pharmaceuticals** - “The Art of Active Listening” Instructor Certificate

**Dale Carnegie** - Professional Sales Certificate

- Human Relations/Effective Speaking Certificate