Tammy Gunter

798 White Oak Lane, West Monroe, Louisiana 71292

Mobile 318-805-6124 or Home 318-397-9214

[tammygunter123@yahoo.com](mailto:tammygunter123@yahoo.com)

Objective: Seeking a challenging and rewarding career position in which strong leadership, communication skills, and strategic planning will contribute to the profitability of a growth oriented organization.

Strengths: Highly motivated and goal oriented; excels in organization skills and planning; manage and prioritize multiple task for administrative support; communication skills.

Education:

* Licensed Practical Nurse, Graduated 1994

Louisiana Technical College, Delta-Ouachita Regional

Awarded National Vocational Honors Society

* 2001 Miller Heilman Strategic and Conceptual Selling
* 2011 Afterburner Strategic Sales Training
* Experienced in IT Connectivity, Microsoft Word, Outlook, and Excel

Professional Experience:

Resource Manager-Hospice Family Alliance

July 2012-present

* Manage key accounts regarding medical qualifications and admissions
* Identify and acquire new accounts for company growth goals
* Review and explain legal documentation with clients
* Obtain and review clinical qualifications for medical services
* Coordinate and conduct education fairs for community events
* Monitor and measure growth potential for market
* Develop marketing plans and materials for individual customer base
* Design marketing tools and manage website
* Host meetings and lectures for healthcare professionals

Proven track record of outstanding sales achievements and recognition for leadership, initiative, and performance:

* Obtained a record census for agency within 5 months of employment
* Design and implemented agency specialty programs
* Exceeds in growth goals quarterly

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Senior Account Manager-Hill-Rom Homecare, Louisiana

September 1998-July 2012

* Develop and implement a territory business plan and sales strategies
* Monitor and collect documentation for billing
* Schedule and complete daily customer sales and explore new business opportunities
* Establish a keen understanding and ability to communicate competitive differentiation to enhance sales and convert competitive accounts
* Execute corporate strategies in assigned regional, national, and managed care accounts to ensure company vision
* Develop a strong community network to enhance new business opportunities
* Coordinate internal and external resources to achieve territory profit goals
* Present Continuing Education Programs to health care providers
* Coordinate medical meetings, dinners, and events for an atmosphere conducive to networking and increasing market share
* Host regional, state, and national tradeshows for company
* Assist with Medicare, Veterans Affair, Workman’s Compensation, Managed Care, and Third Party Payers’ with pricing, billing, and authorization

Proven track record of outstanding sales achievements and recognition for leadership, initiative, and performance:

* After 2 years with Hill-Rom Ranked 6th in national performance measures and giving Hill-Rom 28% of Market Share for Louisiana
* August 2000 Excelled as the leading wound care dressing contract provider for WoundEFFEX Program
* 2001 Ranked 9th in National performance measures
* Since 1998-present has accomplished or exceeded expectations
* 2007 Awarded Senior Account Manager of the Year
* 2007 Awarded Masters Club
* Served two years on the Field Advisory Board
* Accomplishments include: 2008 101%, 2009 102%, and 2011 110% along with being the first in the nation to reach assigned capital growth goal and finishing in the top 10% nationwide for 2011
* Managed a 1.2 Million Dollar Territory

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Professional References

Kelly Bryant MSW

Hospice Family Alliance

318-417-1307

Colleen Bartolini, BSN, RN

Hill-Rom, Regional Director

843-810-1265

Debbie Ritter, BSN, RN, CWOCN, COS-c

Senior Homecare, Clinical Specialist

225-229-7761