

Objective

Proven enterprise level executive with entrepreneurial spirit, offering strengths in relationship management and fundraising including major gift solicitation, annual and planned giving, volunteer board development, campaign execution and moves management. Organization and Advancement Strategy Grant and Proposal Positioning Physician and Staff Development Board Development Project planning and Execution Results oriented focus balancing organizational goals, donor loyalty & retention Continuant Relationship Management Communication and Branding.

Skills

Microsoft Office, Territory Management, Public Speaking, Business Development.

Work Experience

Regional Vice President I

ABC Corporation - 2000 – 2001

- Managed the Account Executive/Program Manager group for McKessons Clinical, Financial and Enterprise customer base including integrated delivery networks, university, county, multi-facility, community and rural hospitals totaling 56 customers.
- Directed reports 10 with a span of control that exceeded 100 in areas of implementation, project management, customer service, sales support, legal and finance.
- Managed executive level customer expectations and problem resolution.
- Prepared executive level /stakeholder project briefings.
- Cultivated and educated staff on industry site specific protocols for integrated delivery networks, unions, university, community and rural settings.
- Developed relationships at the executive, director and user levels of the organization resulting in strong partnerships and input into the clients strategic planning process providing me with a comprehensive understanding of the clients business model, retention and risk issues and potential strategic opportunities.
- Developed reference sites and orchestrated site visits and reference calls for new sales opportunities.

Regional Vice President

Delta Corporation - 1997 – 2000

- New England and New Jersey area Market Managers, and 131 Wal-Mart stores.
- Works with the Pepsi Beverage Company Market Directors, area Unit Managers and local Sales Managers to ensure that Wal-Mart sales and operations are .
- Coordinates with area Franchise Bottlers to align sales targets and program execution across all Wal-Mart stores.
- Responsible for setting weekly by-package forecasts and ensuring those sales targets are met annually.
- Director of the mid-West (4 states) hospital and post-hospital sales team, which consisted of over 100 sales professional (4 Hospital DMs, 4 Post-.
- Developed and implemented strategic growth plans to drive Vacuum Assisted Wound Closure (VAC) device sales in the hospital, WCC, SNF and HHA markets.
- Our team drove revenue to over \$150 million, a 20% growth from previous year.

Education

BS- (Northeastern Illinois University - Chicago, IL)