

Objective

Responsible for identifying and implementing strategies to improve processes, promote operational efficiency, enhance the patient experience and meet regulatory compliance guidelines.

Skills

Microsoft Office, Public Speaking.

Work Experience

Area Vice President I

ABC Corporation - 2005 – 2010

- Developed and executed sales and marketing strategies increasing revenue from \$64M to \$80M in 18 months.
- Increased overall sales productivity and financial metrics from worst (24th) to 2nd nationally by reducing the highest Cost per Gross Add (CPGA) for.
- Achieved 125% of voice and mobile application sales plans by leading a change in the sales organizations culture, evaluating personnel, developing.
- Managed Rehabilitation Services for 42 Long Term Care Facilities As Operations and Business Development Specialist for the Transitional Management.
- Led territory expansion along the east coast Limited Benefit Medical / Mini - Med Plans and ancillary worksite products (Consolidation of territories.
- Responsible for all operational aspects of 8 plants.
- Responsible for managing sales and all financial aspects of a 27mUSD portfolio.

Area Vice President

Delta Corporation - 2005 – 2010

- Provided senior sales leadership to the direct, channel and national account teams in the North American Medical Imaging division of Kodak Health Group.
- Primary focus was on the Northeast and Canadian markets, valued at \$155M in annual revenue.
- Directly manage ten account executives in 16 states, as well as seven in Canada.
- Also directed 7 HCIS service and implementation team members.
- Managed the daily operations and support teams of 17 in the Toronto office.
- Met and consistently exceeded all primary revenue goals as shown by 2006 key results of 10% increase in revenue per sales representatives, over 5% increase in unit sales over previous year and 20% growth in channel volume.
- Was responsible for ten team members attaining Presidents club status in 2006.

Education

B. S. in Marketing and Business Administration - (State University of New York at Old Westbury - Old Westbury, NY)