

Georgette Bondarek

CONTACT INFORMATION



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Wilmington, NC Area

EDUCATION

**MERN Stack Bootcamp
Graduate**
UNC Chapel Hill
2020-2021

**Business
Administration/Marketing
Minor Biology**
North Carolina Wesleyan College
Graduated 2007

SUMMARY

Recent Software Engineering graduate with fundamental knowledge of software design, development, and testing. Seeking to utilize a broad education background with excellent technical, programming, project management and customer care skills to thrive as a software engineer. Experienced Business Development Manager in IOT (Internet Of Things) sales.

EDUCATION

MERN Stack Bootcamp Graduate/UNC Chapel Hill/August 2020- February 2021

- HTML5, CSS3, JavaScript, jQuery, Express.js, React.js, Node.js, NPM, Boot Strap, Heroku, Handlebars, MongoDB, MySQL, Sequelize, Git and more

Bachelor of Science Degree- Business Administration with Minor in Biology

Wesleyan College/ Rocky Mount NC/ 2002- 2007

PROFESSIONAL

PPD / Wilmington, NC / November 2020 – Present

SITE ACTIVATION COORDINATOR

- Assists with technical and document support for projects in collaboration with internal departments and team members
- Works directly with site to obtain documents related to site selection
- Maintains knowledge of and understand SOPs, client SOPs/directives, and current regulatory guidelines as applicable to services provided
- Assists the project team with the preparation of regulatory compliance review packages
- Ensures that trial status information relating to activities are accurately maintained in the database and is always current
- Supports start up team conference calls, documents, and completes and distributes meeting minutes from internal/client meetings
- Provides support as needed to coordinate with internal departments, to ensure site startup activities within the site activation critical path are aligned

U.S. Cellular / Wilmington, NC / December 2010 – August 2020

BUSINESS DEVELOPMENT MANAGER

- Analyzes market data to develop plan to increase knowledge and sales to business customers within market
- Trained 150 associates and leaders within eastern North Carolina market around understanding the value of business customers and how to effectively close sales
- Increased territory business sales by 35% in 8 months
- Identify content and application partnership opportunities relative to customer interest/demand with Internet of Technology solutions
- Build and present proposals to present to other business organizations and negotiate partnership agreements
- Manage, coach, and guide team members to help maximize the client experience
- Conducted onsite implementation of complex solutions with clients
- Met and exceeded personal prospecting goal each month, and met during COVID-19 while transitioned to working remotely

KEY SKILLS

Software Programmer

Web Development

Organization and
Prioritization

Analytical
Thinking/Planning

Strong Interpersonal
Communication Skills

Problem Solving

Team Leadership

Persistent

BUSINESS SALES SUPPORT SPECIALIST

- Created additional supporting documents to help account executive illustrate complex solutions for clients that included data analysis for compared return on their investment and education
- Lead initiative in peer group to 'house' a shared document virtually for centralized sales tracking and organized clients' current solutions
- Chosen to work on Account Review project to enhance customer experience and retention
- Expert on Internet of Solutions with defined partnerships, and facilitated solution implementations

RETAIL WIRELESS SALES CONSULTANT

- Assisted leadership with on boarding new hires, training, and delivering additional peer to peer support
- Conducted and lead educational seminars with customers on the newest technology as well as provided instruction on their current solutions
- Exceeded Customer experience according to U.S. Cellular Scale

Altheramune / Rocky Mount, NC / March 2010 – February 2012

PHARMACEUTICAL SALES REPRESENTATIVE – Immunotherapy

- Solicited new business across Eastern North Carolina for Immunotherapy
- Fostered professional relationships with physicians and office staff to uncover potential and needs of the location
- Educated and trained physicians and staff on product knowledge, and insurance billing of immunotherapy through visits and luncheons
- identified target patients
- Analyzed territory data to plan weekly, monthly site visits, while prioritizing areas that yielding higher market share to own business
- Met company certifications and maintained company budget guidelines

Allstate / Roanoke Rapids, NC / February 2009 – May 2010

OFFICE MANAGER

- Implemented marketing strategy, through local radio, restaurant ads, and little league sports
- Set and executed standards for customer service within office
- Researched and handled complaints made by customers, to make sure the customer had the best experience

Sepracor / Rocky Mount, NC / July 2008 -March 2009

CONTRACT PHARMACEUTICAL SALES REPRESENTATIVE

- Highly Functional contract representative through Publicis Selling Solution for the Sepracor Pharmaceuticals Corporation, for launch of new drug Alvesco and existing respiratory products for central and eastern North Carolina cities
- Successfully launched Alvesco, an ICS drug, increased sales performance for Omnaris, an INS drug, and grew sales of Xopenex a type of Levalbuterol
- Applied an in-depth understanding of the industry to consistently acquire new, generate referrals, and retain existing professional client relationship with Pediatricians, Pulmonologists, Allergists, and healthcare professionals at Family Medical Practices, in Eastern North Carolina.
- Fostered professional relationships with physicians and office staff to uncover potential and current patients' needs at the site location