

Georgette Bondarek

Software Developer || Business & People Development



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Progressive leadership with extensive experience in guiding, educating others. Specifically excels at understanding consumer and business needs while keeping up to date with data trends and technological solutions. A digitally native, team player who thrives in a fast-paced, dynamic environment, and enjoys wearing different hats. Takes on tasks independently and solves problems. Demonstrated by strong organization skills, keen sense of ownership, attention to detail with a track record of delivering in the face of ambiguity and priorities that often shift.



Work History

2020-11 - Current

SITE ACTIVATION COORDINATOR

PPD Part of Thermo Fisher Scientific, Wilmington, NC

- 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 project team with preparation of regulatory compliance review packages
- Ensures that trial status information relating to activities are accurately maintained in database and is always current
- Coordinate PSV schedules between site, CRA and logistical travel to meet company needs
- Schedules on average of 65-70 sites monthly
- Provides support as needed to coordinate with internal departments, to ensure site startup activities within site activation critical path are aligned

2010-12 - 2020-08

BUSINESS DEVELOPMENT MANAGER

U.S. CELLULAR CORPORATION, Wilmington, NC

- Analyzes market data to develop plan to increase knowledge and sales to business customers within market
- Developed training for 150 associates and leaders within eastern North Carolina market around 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 client experience
- Conducted onsite implementation of complex solutions with clients
- Met and exceeded personal prospecting goal each month, during COVID-19 while transitioned to working remotely

● **BUSINESS SALES SUPPORT SPECIALIST**

U.S. CELLULAR CORPORATION

- 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' shared document virtually for centralized sales tracking and organized clients' current solutions
- Chosen to work on pilot program for Account Reviews to enhance customer experience and retention
- Expert on Internet of Solutions with defined partnerships, and facilitated solution implementations
- Developed team communications and information for client specific interactions

● **RETAIL WIRELESS SALES CONSULTANT**

U.S. CELLULAR CORPORATION

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

● **PHARMACEUTICAL SALES REPRESENTATIVE**

Altheramune, Rocky Mount, NC

- Solicited new business across Eastern North Carolina for Immunotherapy
- Fostered professional relationships with physicians and office staff to uncover potential and needs of 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

● **OFFICE MANAGER**

Allstate, Roanoke Rapids, NC

- Implemented marketing strategy, through local radio, restaurant ads, and little league sports
- Set and executed standards for customer service within office

2010-03 - 2012-02

2009-02 - 2010-05

2008-07 - 2009-03

- Researched and handled complaints made by customers, to make sure the customer had the best experience

PHARMACEUTICAL SALES REPRESENTATIVE

Sepracor Pharmaceuticals , Rocky Mount, NC

- Highly Functional contract representative through Publicis Selling Solution for Sepracor Pharmaceuticals Corporation, for launch of new drug Alvesco and existing respiratory products for central and eastern North Carolina cities
- Successfully launched Alvesco, ICS drug, increased sales performance for Omnaris, INS drug, and grew sales of Xopenex type of Levalbuterol
- Applied in-depth understanding of 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 site location



Education

Bachelor of Science Degree: Business Administration, Biology

North Carolina Wesleyan College - Rocky Mount, NC



MERN Stack Bootcamp Graduate/ UNC Chapel Hill

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