

Kathryn Koshinski

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Profile: Seeking Sales Manager ~ Account Manager ~ Relationship Manager

Authentic Connector with a Competitive Nature and a Keen Understanding of Business

Recent/Current Education

Certificate, Web Development Program | FullStack Flex Program.

2017

A 24 week intensive boot camp dedicated to building Web applications.

Skills Learned: HTML, CSS, JavaScript, Node.js, Express, Bootstrap, Materialize, Firebase, MySQL, API/JSON, RESTful API, Ajax, State Management, Active Record, Command Line.

Other Topics Covered: Database Theory, API's, Agile Methodologies, Presentation Skills, Research Methods, System Administration, Quality Assurance Testing, Social Coding Best Practices, Computer Science.

Over 13 years of success and contributions as an Occupational Therapist working with multicultural patients and internal/external customers for positive outcomes. Proven leader, facilitator, and business owner with a Masters in Occupational Therapy. Outstanding relationship manager with an entrepreneurial spirit and a Masters in Occupational Therapy.

Significant Skills and Abilities Include:

- Engaging communicator who is comfortable interacting with others to provide appropriate solutions and grow revenue; particularly excel in relationship management to source, secure, and retain key accounts.
- Successful background as a business owner with a deep and rich knowledge of all operational requirements to include sales, marketing, account management, finance, accounting, billing, P&L management, human resources, customer service, and client relationship management.
- Quick learner who is highly adaptable to new environments; able to represent, sell, educate, market, and inform on any product or service.
- Adept at project and program management, multi-tasking, and meeting challenges within fast-paced, deadline oriented environments.
- High degree of professionalism with an established reputation for quality, accuracy, and results; known for surpassing goals and exceeding expectations.

CORE COMPETENCIES

Account Management – Relationship Management – New Business Development
Business Administration – Consultative Sales – Needs Analysis – Negotiating & Closing Deals
Project & Program Management – Customer Service – Client Relations – Networking & Prospecting
Lead Generation – Value Propositioning – Communications & Instructions – Consulting & Advising
Contract Administration – Team Leadership – Follow-Up & Problem Solving – Tracking & Monitoring
Time & Resource Management – Recording & Reporting – Revenue Growth

PROFESSIONAL EXPERIENCE

Reliant Rehab, LLC – Occupational Therapist (4/2012-Present)

Long-Term Rehabilitation Services Provider

Consult with patients and perform OT assessments. Create and administer appropriate treatment plans based on findings in relation to patient diagnosis, support system, and discharge location. Provide a wide range of therapeutic services and treatments on a case-by-case basis.

- Work closely with multicultural patients to achieve purposeful activity or interventions designed to achieve functional outcomes that promote health and prevent injury or disability.

ONR, LLC – Occupational Therapist (6/2013-1/2014)*Long-Term Rehabilitation Services Provider*

Engaged patients and consulted on therapeutic plans and protocols. Performed OT assessments and administered a variety of treatment plans based on findings. Developed, improved, sustained, or restored highest possible level of independence for each patient.

- Successfully treated numerous cases for patients at various skilled nursing facilities in and around the Des Moines area.

SRS, LLC – Occupational Therapist (4/2012-5/2013)*Long-Term Rehabilitation Services Provider*

Communicated with diverse patient base; conducted OT evaluations and determined subsequent treatment plans for various patients at skilled nursing facilities in and around the Austin area.

Occupational Wellness, LLC – Occupational Therapist (8/2009-4/2012)*Long-Term Rehabilitation Services Provider*

Worked independently as an Occupational Therapist and subcontracted to various companies throughout central Iowa.

Greeted patients and consulted on therapeutic plans and processes. Conducted OT assessments and administered a variety of treatment plans based on findings. Supported diverse patient cases to improve or restore highest possible level of independence for each patient. Handled all business administrative functions that included marketing, finance, accounting, and recording/reporting. Partnered with rehabilitation directors for sustained business growth.

- Established and launched business as an independent Occupational Therapist; initiated and retained relationships with healthcare professionals and secured several contracts for sustained revenue growth.

Various Clinical Settings – Occupational Therapist (1/2006-8/2009)*Long-Term Rehabilitation Services Providers*

Performed duties as an Occupational Therapist at various healthcare clinics. Communicated with several clinic directors and secured steady assignments in the field. Consulted with patients, conducted assessments, and administered treatment plans and programs.

EARLY ROLE as an Occupational Therapist, Decatur Memorial Hospital.

EDUCATION & TRAINING

Masters in Occupational Therapy

University of Illinois, Indianapolis, IN, 2003

Bachelor of Science

University of Illinois, Champaign, IL, 2001