

Lisa Eimicke

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Jr. Software Developer | QA Associate | Jr. Full Stack Developer

Eager to embark on a dynamic career as a Jr. Full Stack Developer, I bring eight years of diverse experience in medical device sales, coupled with expertise in Salesforce and Excel. With a can-do attitude and a history of rapid learning, I am well-prepared to apply my skills in a new context. My track record in the competitive medical sales arena reflects my ability to deliver innovative solutions, surpass targets, and cultivate enduring client relationships. Committed to leveraging my extensive healthcare industry insight, I am poised to contribute and establish strategic partnerships within a forward-thinking organization in the realm of full-stack development.

Technical Skills

HTML | CSS | Javascript | mySQL | JQuery | Express | Node | React | NoSQL | MERN | Office 365 | Teams | Slack | Salesforce | Excel | Pulse

Core Competencies

Training Initiatives | Product Knowledge | Microsoft Office | Salesforce | Relationship Building | Sales Specialist | Excel | Technical Troubleshooting | Customer Relationship Management (CRM) Software | Teamwork | Project Management | Data Entry | Cross-Functional Execution

Education

University of Denver Coding Bootcamp

Denver, CO

Full-Stack Web Development Certificate

University of Colorado Boulder

Boulder, CO

Bachelor of Arts (BA) in Speech-Language Hearing Sciences with a supplementary concentration in History.

Work Experience

UnitedHealth Group

Market Sales Manager

April 2019 - September 2022

- Cultivated and maintained strong, long-lasting relationships with key clients, demonstrating exceptional interpersonal and communication skills.
- Developed an in-depth understanding of complex medical devices, translating technical information into compelling value propositions for clients, highlighting the ability to quickly grasp and communicate complex concepts.
- Managed sales processes, including client prospecting and relationship building, showcasing sales acumen, and fostering trust with potential clients.

- Collaborated with cross-functional teams to create and execute sales strategies, demonstrating a talent for teamwork and a holistic approach to achieving targets.
- Trained and mentored fellow sales representatives, sharing expertise and fostering a culture of continuous learning and improvement.
- Thrived in a dynamic field environment by quickly adapting to changing market conditions and customer needs, highlighting the ability to embrace change and stay agile in fast-paced settings.
- Gained a high level of proficiency in Customer Relationship Management (CRM) systems, including Salesforce, as well as comprehensive competence in utilizing the Microsoft Office 365 suite of programs, encompassing Teams for collaboration and Excel for data analysis and reporting.

Lucid Hearing

Field Location Manager

November 2017 - April 2019

- Conducted in-depth consultations with clients to assess their hearing needs, demonstrating active listening, empathy, and the ability to uncover and address specific concerns.
- Utilized advanced audiometric equipment to conduct precise hearing tests and fittings, showcasing technical proficiency, fine-tuned problem-solving abilities and attention to detail in administering complex assessments.
- Developed tailored hearing solutions based on individual test results and lifestyle considerations, emphasizing the ability to provide personalized recommendations and adapt to unique client requirements.
- Educated clients about hearing loss, treatment options, and proper device maintenance, displaying strong communication skills and the ability to convey complex information in an understandable manner.
- Provided ongoing support and adjustments to hearing devices, highlighting commitment to client satisfaction and the ability to address evolving needs.
- Maintained accurate client records and ensured compliance with industry regulations, emphasizing meticulous record-keeping and attention to regulatory requirements.

Advantage ENT

Audiology Technician

March 2016 - September 2017

- Assisted in the efficient operation of a busy ENT and Audiology private practice by providing exceptional patient-centric support. This included a strong focus on maintaining high levels of customer satisfaction while efficiently handling administrative tasks.
- Collaborated closely with Audiologists to deliver top-notch patient care. Responsibilities encompassed not only patient interaction but also crucial behind-the-scenes tasks such as appointment scheduling, accurate billing, and comprehensive product support. This collaboration streamlined our processes, ensuring seamless patient experiences and more precise reporting.
- Prioritized customer satisfaction and advocacy as daily cornerstones of our practice. Fostered a strong sense of trust and loyalty among clients.
- Created and maintained meticulously organized Excel documents effectively utilizing our CRM system (Eclinical). These skills not only enhanced the accuracy of our reporting but also significantly improved the overall customer experience.