

Chelsea Belanger

2415 Van Ness San Francisco CA • (810) 610 9821 • chelseabelanger92@gmail.com

EXPERIENCE

SALESFORCE

April 2016 – Present

SB Account Executive

- Manage over 1,000 accounts
- 125% to Quota

Business Development Representative

- Drove sales for 10 enterprise level health and life science accounts in the US
- Exceeded annual quota target with 852% attainment, resulting in 3M closed YTD
- Performed comprehensive strategic account research that involves cold calling, email prospecting, and social networking
- Orchestrated meetings with C, SVP, EVP, VP level executives

Sales Development Representative

- Qualified small business inbound leads selling a complete platform for customer relationship management
- Received second place in highest overall closed ACV in FY17 Q2 & Q3
- Responsible for on-boarding all incoming SDRs as Hub Enablement Lead

TRIAGE CONSULTING GROUP

June 2014 – April 2016

Senior Consultant

- Perform comprehensive payment review for health systems to evaluate revenue risk
- Collaborate with teammates to meet monthly collections goals of \$800,000+
- Consult with clients regularly to establish effective partnerships and strengthen their revenue cycle
- Follow up on 20-30 accounts daily via phone calls, mail, and email to ensure account resolution
- Utilize Microsoft Access and Excel to run mass-audit queries and identify payment variations

NEW YORK STATE DEPARTMENT OF HEALTH

May 2013 – August 2013

Intern

- Created and promoted a Workgroup for the implementation of a Basic Health Program, estimated to save \$300 million in state operational efficiency while insuring an additional 100,000+ New Yorkers
- Streamlined and improved access to the continuum of public and commercial health insurance coverage through the implementation of a health benefit exchange
- Delivered enrollment policy for Medicaid, Family Health Plus, and Child Health Plus

THE CITIZEN NEWSPAPER

September 2009 – May 2010

Staff Writer

- Wrote two articles weekly which were distributed to 11,700 subscribers
- Published cover stories, polls, reviews, and community interest pieces
- Served as the Citizen representative at community functions and events

EDUCATION

UNIVERSITY OF MICHIGAN, ANN ARBOR

May 2014

Gerald R. Ford School of Public Policy

BA in Public Policy

- Overall GPA: 3.5, Major GPA: 3.72

UNIVERSITAT POMPEU FABRA, BARCELONA

January 2013 – May 2013

One term Legal Honors

LEADERSHIP EXPERIENCE

KAPPA OMEGA ALPHA

December 2012 - Present

Pre-Law and Public Policy Professional Fraternity, Expansion Committee Leader

- Acknowledged undergraduates in pursuing interests in the fields of law and public policy
- Wrote a National KOA Chapter Constitution
- Founded a KOA chapter at Cornell University

UMICH DANCE MARATHON

September 2010 – March 2012

Member, Board of Alumni Relations Leader

- Helped raise \$510,325 in funding for families with children at Mott's Children's Hospital
- Managed alumni contact records
- Distributed monthly newsletters to keep alumni active in the organization and the hospital