

## Contact

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## Top Skills

Hospitals

Nursing

ICU

# Amanda Black, RN, BSN

Specialty Equipment Service Manager at Agiliti  
Greater Nashville Area, TN

## Summary

I am seeking an exciting career opportunity as an Account Manager, Clinical Specialist, MSL, Nurse Consultant, or as a Clinical Nurse Educator. I assure you, that with my expertise of all critical care areas paired with the knowledge gained as a Clinical Nurse Educator/ Territory manager makes me a strong candidate with a diverse background. I am seeking a company where I can grow and build my career. A company to call HOME. As a strategic thinker with a strong desire to excel and effective hands-on leadership, I collaborate on a daily basis with management, physicians, and staff to consistently develop effective clinical and support teams solutions that have a positive impact upon the direction of the company. I believe I have the qualification and enthusiasm that you are looking for. I thrive on the consideration, and look forward to speaking with you.

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## Experience

### Agiliti

6 months

#### Specialty Equipment Service Manager

April 2020 - Present (4 months)

Heartland Region

### Clinical Specialist

February 2020 - Present (6 months)

Nashville Metropolitan Area

### Cheetah Medical

#### Clinical Application Specialist

January 2017 - February 2020 (3 years 2 months)

SE Region; TN/KY

### Baxter International Inc.

#### Clinical Application Specialist

January 2017 - February 2020 (3 years 2 months)

Greater Nashville Area, TN

### BioScrip, Inc.

Sr Clinical Liaison

December 2015 - 2016 (1 year)

Pharmaceutical and disease state education. Educate on Clinical Trials and prompt product use; Lead and organized meetings with discharge planners, case managers, nurse managers, physicians, and key officials from a Sales perspective; Obtain key contact information for team members/sales; Promoted sales of products; Identified business strategies to expand business; Educate patient and family on home infusion therapies; Marketing to Hematologist, Oncologist, Nephrologist, OB/GYN, Gastroenterologist, Nephrologist, Family/Internal Medicine, Discharge Planners, Case Managers, Infectious Disease, Dermatologists, Neurologists, Cardiologist, Orthopedics, and more. Assist with patient discharge plan; Build relationships within territory to build sales; coordinate insurance/billing information

### Luitpold Pharmaceuticals

Clinical Nurse Educator / Territory Manager

November 2014 - November 2015 (1 year 1 month)

Ohio Valley Territory

- Position held: Clinical Nurse Educator / Account Manager

- Job Description: Pharmaceutical and disease state education. Deficiency Anemia In-services; Train/Educate staff on Iron Infusions safety; Implementation of a CORE Program for Infusion Centers; Product Launch; Educate on Clinical Trials and prompt product use; Lead and organized meetings with managers, physicians, and key officials from a Sales perspective; Obtain key contact information for team members/sales; Promoted sales of products for large region; Identified business strategies to expand business; Assist with hospital and/or clinical conversions; Assist with Formulary approval hospital for key accounts at director, CNO, and CEO level; Attend Trade Shows to promote product; PowerPoint presentation with large groups; Successful Territory Sales support experience; Competent with Purchase Agreement Development; Buy and Bill Sale; IV injectable sales; Hospital Sales; Marketing to Hematologist, Oncologist, Nephrologist, OB/GYN, Gastroenterologist, Nephrologist, Family/Internal Medicine; Consistent lead development skills; Strong interpersonal skills; Skilled in time management, daily activity reporting, expense reporting; Achieved and exceeded monthly, and quarterly quotas; Proficient in Microsoft Word, PowerPoint, Outlook, and

Excel; Maintained territory penetration while meeting competitor challenges; Accountable for sales product launch of Injectafer, including targeting assigned accounts, KOL's of Health Care Systems, following company guidelines to generate new business; Successful initiation of sales within two weeks of launch; Disease Awareness education to promote sales.

#### Parallon Business Solutions

Float ICU Nurse prn

June 2012 - March 2015 (2 years 10 months)

Greater Nashville Area

Position held: Travel ICU RN

Report to Parallon Workforce Management, 615-565-6227

#### Novasys LLC

Clinical Nurse Educator

2013 - November 2014 (1 year)

- Position held: Clinical Nurse Educator

- Job Description: Medical Device Education; Implementation of a Sepsis Program at HCA facilities; Critical Care Product In-services; Train/Educate staff on medical devices; Educate on hemodynamics and sepsis; Lead and organized meetings with managers, physicians, and anesthesiologist; Obtain key contact information for team members/sales; Promoted sales of products; Identified business strategies and workflow changes that enable integrated collaborative care processes to meet the goals; Assist with hospital conversions/go live dates.

#### Travel RN

Registered Nurse

May 2008 - November 2014 (6 years 7 months)

Direct and excellent Patient care in the following areas: CVICU, MSICU, SICU, Neuro ICU, PACU, SDS, Trauma, ER, Medical Surgical units, Orthopedic units, Rehab, Patient/family education, and clinical nursing.

#### Hendersonville Health and Rehab

ICU/Float RN

June 2012 - April 2014 (1 year 11 months)

355 New Shackle Island Rd. Hendersonville, TN 37075

Position held: Travel ICU RN PRN

110 Total beds, 24 bed ICU

Parallon Workforce Management

Computer System: Meditech

### Fastaff

Travel ICU Nurse

September 2012 - January 2014 (1 year 5 months)

Position held: Travel ICU RN

Reported to Fastaff, Alicia Trujillo, 888-262-0640

### Skyline Medical Center

ICU/Float RN

June 2012 - January 2014 (1 year 8 months)

3441 Dickerson Pike Madison, TN 37207

Position held: ICU/Float RN PRN

284 total beds, 18 bed ICU

Paralon Workforce Management

Computer System: Meditech

### Centennial Medical Center

ICU/Float RN

June 2012 - January 2014 (1 year 8 months)

2300 Patterson Street Nashville, TN 37203

Position held: ICU RN

657 Total beds, 28 bed ICU

Parallon Workforce Management

Computer System: Meditech

### Aureus Group

ICU Travel Nurse

August 2011 - January 2014 (2 years 6 months)

Greater Nashville Area

Position held: ICU Travel RN

Reported to Aureus Medical Staffing

Debbie Grollmes 800-856-5457 ext 2132

### Favorite Healthcare Staffing

2 years 8 months

ICU Travel Nurse

October 2010 - May 2013 (2 years 8 months)

Greater Nashville Area

Local and Out of State ICU Nurse

Reported to Favorite Healthcare: Tangela, 615-327-7373

#### Travel ICU RN

February 2013 - April 2013 (3 months)

Fair Oaks Hospital, Fairfax, VA

Position Held: ICU Travel RN

Bed: 200 bed facility, 24 ICU beds

Computer: GECE, EPIC CONVERSION.

Magnet Hospital

#### Wake Forest Baptist Health

Travel Neuro ICU Nurse/ EPIC CONVERSION

September 2012 - October 2012 (2 months)

2500 Medical Center Blvd Winston-Salem, NC 27157

Position held: Neuro ICU, Trauma, CCU Float/Travel RN

1004 total beds, 20 bed Neuro ICU, 24 bed Trauma

Magnet, Teaching, Trauma 1 Hospital

Reported to Fastaff

Computer System: EPIC / EPIC CONVERSION

#### Vanderbilt Stallworth Rehabilitation Hospital

PRN Neurological, Orthopedic, Spinal Cord Injury Rehab Nurse

June 2010 - September 2012 (2 years 4 months)

2201 Children's Way Nashville, TN 37212

Position Held: Float Pool/PRN Rehab Nurse

80 Total beds

Nursing Supervisor: Megan Blanks, 615-943-0986

Computer System: Paper charting, McKessin

#### NorthCrest Medical Center

ICU RN

June 2012 - August 2012 (3 months)

100 Northcrest Drive Springfield, TN 37172

Position held: Travel ICU RN

100 total beds, 8 bed ICU

ICU Manger: Lisa Linville, 615-384-2411

Reported to Favorite Healthcare

Computer System: McKessin

#### Cookeville Regional Medical Center

ICU RN

August 2011 - October 2011 (3 months)  
1 Medical Center Blvd Cookeville, TN 38501

Position held: ICU RN  
247 total beds, 24 bed ICU  
Team Leader: Trudy Kelly, 931-783-5033  
Reported to Aureus Medical: Travel RN Contract  
Computer System: McKessin

Park Nicollet Health Services  
ICU Float/ EPIC Conversion Nurse  
June 2011 - July 2011 (2 months)  
6500 Excelsior Blvd St.Louis Park, MN 55426

Position Held: ICU Float RN  
426 total beds, 24 bed ICU  
Magnet, Teaching Hospital  
Reported to Favorite Healthcare: Jessica Toutant  
651-646-8046  
Computer System: Cerna, EPIC CONVERSION

Saint Thomas Health Services  
Coumadin Clinic Nurse  
October 2010 - May 2011 (8 months)  
4220 Harding Road Nashville, TN 37205

Position Held: Coumadin Clinic Nurse.  
Manage Labwork and Patient Dosing.  
1800 Total patients, ~600 patients managed monthly  
Team Leader: Rheba Rhiker, 615-268-8219  
Reported to Favortie Healthcare/Agency Contract  
Computer System: Coag Care

Nashville General Hospital  
Charge Nurse/ ICU Nurse  
May 2008 - October 2010 (2 years 6 months)  
1818 Albion Street Nashville, TN 37208

Postion Held: ICU RN, Charge RN  
122 Total beds, 24 ICU beds  
Teaching Hospital  
Team Leader: Kathy Morgan, 615-341-4315  
Computer System: McKessin

Tressie's School of Gymnastics  
Gymnastics/Cheerleading Coach  
November 1998 - August 2009 (10 years 10 months)  
McMinnville, TN

Position held: Teach gymnastics/floor tumbling. Coach three competition cheerleading squads.

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## Education

Cumberland University  
Bachelor's of Science and Nursing , BSN · (2006 - 2008)

Tennessee Technological University  
Undergrad · (2003 - 2006)