

## Rance Zawada

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Education: **B.Sc., Biology**, Minors: Int. Relations, French, **Ursinus College**, May 2013

**Semester Abroad**, French & Biology, Université de Strasbourg; Strasbourg, France, Fall 2012

Languages: English, *native*; French, *acceptable*

Exp.: iHisto (June 2023 – present)

**Account Manager** (June 2023 – present)

- Landed & expanded in new biotech, top 10 US pharma, & top academic research inst. in region.
- Achieved and maintained at least 2.5x monthly quota starting at month 4.
- Contributed at least 12.5% of total company monthly revenue starting at month 4.

Curative (Nov. 2020 – Sep. 2022):

**Regional Sales Director - Northeast**, (Jan. 2022 – Sep. 2022)

- Established Curative in additional target states in the Northeastern United States,
- Aided state, county, & municipal governments with public-private partnerships.
- Instructed and guided sales managers on trends and targets in region.

**Regional Sales Manager**, (Apr. 2021 – Jan. 2022)

- Penetrated challenging & strategic state markets in the South, Midwest, and Mid-Atlantic regions.
- Expanded presence once landing in a new market through account management.

**Sales Specialist**, (Nov. 2020 – Apr. 2021)

HistoWiz (Sep. 2018 – Nov. 2020):

**Sales Executive**, (Sep. 2018 – Nov. 2020)

- Averaged 328% of quota trailing 6 months.
- Ranked as #1 sales executive for 2019 and for the duration of 2020 until departure.
- Performed account management to deepen and foster existing relationships.
- Managed projects that were brought into lab to facilitate timely delivery of services.

CortecNet (Oct. 2016 – Dec. 2017):

**Inside Sales Representative**, (Oct. 2016 – Dec. 2017)

- Increased annual sales by over 98%, 74% of increase was due to clients directly acquired and closed.
- Averaged 140% of quota trailing 6 months.

Yelp (Jun. 2015 – Aug 2016):

**Account Executive**, (Jun. 2015 – Aug. 2016)

- Averaged 150% of quota trailing 6 months.