# YEMI AYENI

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# Summary

Project manager with a strong background in software, healthcare and team management. A self-starter with over 10 years of combined experience in corporate America and small business management, highly motivated, technical, competitive, disciplined and team leader. Proficient with CRM’s and complex software development tools. Excellent verbal communication and presentation skills.

# Skills

Sales CRM: Salesforce, Zoho & HubSpot.

Software Development: GitHub HTML, CSS, JavaScript, Bootstrap, jQuery, Node.js, Express.js, MySQL, NoSQL & MongoDB.

# Work History

### BioSweep of Sacramento, Folsom, CA *–* Project Manager & Business Development Lead 2016 - PRESENT

Manage and lead a team of 7 employees. Working on strategic growth, project management, team leadership, employee training, team building, financial forecasting, business to business sales and account management. Actively maintain websites optimized for SEO and Google analytics. Lead inside sales, outside sales and strategic growth initiatives. Manage projects ranging in size from $30-100K in revenue. Create project plans that follow a formalized structure with optimal goals and outcomes while adhering to strict communication guidelines. Specializing in healthcare bio-decontamination service applications with a focus on allergy and immunology. Call points are insurance carriers, Allergists and Immunologists.

* Highlights:
  + Ranked 2nd in the nation out of 30 service providers for BioSweep revenue 2020, 2021.
  + Ranked #1 in 2022 for BioSweep.

### Encompass Home Health, Austin, TX *-* Area Sales Manager 2013 - 2016

Represented the agency in duties involving professional relationships with physicians, hospitals, and public health agencies to educate them about our specialty programs. Specialty sales representative call points were hospitals, surgery centers, rehabilitation centers, orthopedic, spine, and general surgeons.

* Highlights:
  + 100% to quota 2014, 105% to quota 2015
  + Chosen to launch specialty bariatric and mastectomy post-op programs.

### CompuGroup Medical, Austin, TX *–* EHR Software Account Executive 2012 - 2013

My territory was the entire state of Texas. Sold electronic medical records and practice management software solutions to small-mid size doctor practice segments with a focus on internal medicine, pediatric, orthopedic, cardiovascular, oncology, ENT and gastroenterology. Cold calling, trade show attendance, in person and remote presentations of software to prospective clients.

* Highlights:
  + Ranked #1 in Recruiting class of 6 for first year earnings, 2012.

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### ZocDoc, Washington, DC *–* Software Account Executive 2011 - 2012

Sold an exciting start-up SAAS solution to medical professionals looking to grow their practice. Fast paced weekly quota with a rapid growth focus. Collaborated with the inside sales team by converting leads into closed business. Sold customer acquisition solutions to small and midsized practices.

# Education

### University of Virginia, Charlottesville, VA *- BA: Political Science & Minor: Architecture* Class of 2009

NCAA Division-1 scholarship athlete, 3 time All American Discus thrower. Team Captain. Balanced academic excellence with a demanding athletic career.

### UC Davis, Davis, CA *-* Full Stack Web Development Certificate Class of 2024

Capable of building full-stack web applications from front end to back end. Familiar with user interface and back-end database management software technologies.