

Sarah E. Glose

COVER LETTER

610.790.7256



saraheglose@gmail.com



Philadelphia, PA



March 29, 2016

ATTENTION
Name Goes here
Title
Company

Dear Attention to Person Hiring:

Paragraph 1 – Three sentences. Keep it short and sweet. Skdfjhaskeufh sdfkjsdkgh asldhkaei rkuasod aofdo Ao O SOA OQWIN. Three sentences. Keep it short and sweet. Skdfjhaskeufh sdfkjsdkgh asldhkaei rkuasod aofdo Ao O SOA OQWIN. Three sentences. Keep it short and sweet. Skdfjhaskeufh sdfkjsdkgh asldhkaei rkuasod aofdo Ao O SOA OQWIN.

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Sincerely,

Sarah Glose

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PROFESSIONAL PROFILE

Strategic–Optimist. Abstract–Thinker. Driven by data, directed by insight.

I've had the opportunity to learn a tremendous amount on the job, including product development and pricing strategies, as well as the inner workings of an entrepreneurial environment. I thrive under pressure and in collaboration with others, while also savoring my creative independence.

SKILLS

Meticulous
Naturally Insightful
Resourceful
Acutely Observant
Tenacious
Creatively Adaptable
Passionate
Resilient

EDUCATION

BACHELOR OF ARTS

Advertising Research
& Account Management
Temple University SMC
2007 – 2011

CERTIFICATIONS

Digital Advertising Certificate
Temple University
2016 – Present

Women's Studies Certificate
Temple University
2009–2011

AWARDS

SMC Department Award
Excellence in Research

TRAINING

Adobe Illustrator – 11 hours
Adobe InDesign – 11 hours

SOFTWARE KNOWLEDGE

Microsoft Publisher
Microsoft Office Suite
QuickBooks Enterprise

EXPERIENCE

Marketing Manager – Rod Glose CEO/Owner

Pathology Lab Solutions, Inc./Dec 2011 – Present

Oversees account management, communication and engagement for small fast growing supply company, winner of Philly 100, 2012 and INC. 5000 2013. Maintains PLS brand and sales strategy through online presence, sales collateral and promotions. Developed company website and Amazon.com sales platform. Projects customer needs, buying trends and product opportunities based on sales reports, qualitative research and competitor data.

- Managed sales and marketing strategy, 2009–2012 (\$402K – \$1.9MM)
- Repositioned company after healthcare reform, transitional sales growth, 2012–2015 (\$400K – \$1MM)
- Joint efforts increased inside supply sales by 96% from 2011 – present
- Solely responsibility for annual “Lab Week” event for 48 laboratories
- **Designed and created** Product Catalog for 1,100+ products.

Administrative Coordinator – Rod Glose CEO/Owner

Pathology Lab Solutions, Inc./June 2009 – Dec 2011

Co-managed office workflow including shipping/receiving, purchasing, AP/AR duties and customer communication. Efforts were focused on expanding supply business, boosting vendor relationships and amending purchasing strategies. Assisted with hiring and training of new staff members.

- Developed and implemented inventory number system for 2,400+ items
- **Acquisition efforts increased vendors by 64% and customers by 122%**
- Progressed into role as promotions manager as business rapidly grew

Account Manager / CEO – Dr. Jim Marra, Professor Emeritus

Diamond Edge Communications/January 2011 – Dec 2011

- Served as CEO of Temple University's Student-Run Creative Agency
- Oversaw all accounts, strategic plans and final creative presentations
- Collaborated with each team and conducted weekly staff meetings

Research and Discovery Intern – Ennis Carter, Founder/Director

Social Impact Studios/August 2011 – December 2011

- Attended creative brainstorming meetings with art directors and clients and provided insight for the agency's public awareness campaigns.
- Research how advertising impacts people's awareness and behavior

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REFERENCES

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REFERENCES

Emily Butte

Reference position

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Dr. Marra

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Ennis Carter

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