Donald F. Nommensen

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12256 Butler Lane Huntley, IL 60142 Cell (847) 971-0867

EDUCATION North Central College, Naperville, IL - Bachelors of Arts Degree June 2006

Major: Communication Minor: Business Administration

TECHNICAL SKILLS

Microsoft Word, Excel, PowerPoint, Outlook, Landslide CRM program, Sales Force CRM program Board Operation, Dialogue, Pro Tools, Audicy, Audio Vault, Eagle

Software, Fast Track, Monticello, Avaya Phone System

EXPERIENCE

ReMED Services LLC—October 2015 – Present

Senior Sales Representative

- Called on Nursing Homes, Health Systems, Hospitals in Illinois, Indiana, Ohio, Michigan, Pennsylvania, New Jersey, New York, Massachusetts, South Carolina, North Carolina, Georgia and Wisconsin
- Developed relationships with CEO's, CFO's, Administrator's and Procurement
- Organized, marketed and managed trade shows and conferences

AMS Store and Shred LLC - Ag Medical Systems Inc. — June 2010 – September 2015

Business Development Manager • Called on Health Systems Hospitals VA Hospitals Clinics Doctor's of

- Called on Health Systems, Hospitals, VA Hospitals, Clinics, Doctor's offices, and Nursing Homes in Illinois, Indiana, Ohio, Michigan, Pennsylvania, New Jersey, New York, Massachusetts, South Carolina, North Carolina, Georgia and Wisconsin
- Developed relationships with Radiology Departments, CEO's, CFO's and Procurement.
- Negotiated, produced and maintained contracts with IDN's and GPO's
- Introduced, promoted and educated new services in record storage and medical waste
- Developed sales strategies for new internal divisions
- Organized, marketed and managed trade shows and conferences
- Maintained and increased over a million dollar territory
- Key accomplishments:
 - o Started the Record Storage Division in 2013 and increased the volume over 10% in within the first year.
 - Amplified designated territory X-ray film sales from \$650,000 in 2011 to \$1,600,000 in 2014
 - o Increased Document Destruction sales over \$25,000 from 2013 to 2014
 - o Top Salesman in 2013 & 2014

Advogent Inc. – Healthcare Promotions Company - March 2009 – April 2010

Consultant – Project Management Department

- Worked in a fast paced environment with project managers for all departments
- Validated contracts with all departments in fast paced environment
- Managed spreadsheets for training classes
- Arranged training for all speakers
- Maintained and update all training correspondence for clients

PLS Midwest LLC – Copal Division for Direct Mail – January 2008 to October 2008 Operations/Customer Service/Data Analyst

- Worked with a team to implement the procedures for a new company division (Copal)
- Analyzed the direct mail computer files through Monticello for production and customer cost savings
- Set up production schedules to produce mail within a 24 hour window
- Prepared new account set ups for sales reps
- Supervised 20 dock employees during production of copal processing. As a data analyst our team was able to increase the business from 2 million pieces of mail to 20 million pieces of mail processed per month utilizing 2 shifts of mail sorters and loaders and reduced the hours of processing the direct mail
- Trained employees on the mail processing procedures

Postal Logistics Services LLC – Direct Mail Transportation – January 2007 to January 2008 **Operations 2nd Shift Supervisor**

- Managed 5 second shift employees
- Dispatched freight to destinations locally
- Processed logistics data and documentations
- Trained employees on processing data through the company logistics program
- Communicated with vendors and customers

Quality Flooring Installations Inc. – Flooring Contractor – November 1999 to December 2006 **Assistant Supervisor**

- Supervised 10 installers at job sites
- Corresponded with general contractors
- Handled discrepancies with installation and products
- Delivered supplies and materials