**Yolanda Louis**

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**Professional Summary**

* Results-driven in a global economy
* Marketing, recruiting, product development, manufacturing, quality, compliance and regulatory guidelines experience
* Knowledgeable in jurisprudence
* Goal-driven, transformative leader

**Education**

* PhD in Public Policy Program, Walden University-August 2016-August 2019
* Master of Science in Law, Champlain College, Burlington, VT 2016
* Real Estate Certificate, Uptown Professional Real Estate, New Orleans, LA 1985
* Bachelors of Science in Medical Technology, Xavier University of Louisiana, New Orleans, LA 1983

**Relevant Experience**

**Customer Service Representative,** Randstad The Woodlands, TX 2015-2016

* Enrolled client’s participants into medical insurance programs, defined benefits specifically for the lump sum window

**Deputy Clerk,** Clerk of Civil District Court New Orleans, LA2015-2015

* Communicated judicial systems and procedures

**Territory Manager,** AADCO Medical Inc. Slidell, LA 2014-2014

* Developed new growth opportunities in the LA/MS region.
* Sold radioactive protective gear to surgeons, radiologists and staff in the OR

**Senior Team Lead Of Operations,** Academy Sports & Outdoors Slidell, LA 2013-2014

* Promoted the “More Options Selling Method”, On-boarded new candidates
* Executed Weekly Business Analysis Report (WBAR) and Daily Situation Reports.
* Led safety walks and trained associates on the MSDS for hazardous material

**Marketing Acct. Executive,** Clinical Pathology Laboratories New Orleans, LA 2010-2012

* Developed new growth opportunities
* Analyzed and forecasted monthly sales
* Transitioned accounts to Electronic Medical Records

**Sales Director,** Quantimetrix Corporation Redondo Beach, CA

2004-2009

* Marketed, developed and implemented medical device products
* Recruited, managed, trained, and supported sales representatives and medical distributors
* Addressed the needs of customers
* Generated sales quotes for OEM orders.
* Increased company sales by 14% in 2009

**Technical Sales Representative,** Millipore Biosciencesformerly Chemicon International 2003-2004

* Managed sales within the western regions of US and Canada
* Sold research and medical products to universities and clinical health care environment customers
* Increased sales by 40% that resulted me to be in the President’s Club

**Relevant Skills**

Computer Software:SAP, Goldmine 6.0, Sales Force, MRP, Taleo, Great Plains, LAB and FIN, SharePoint

Technical: QSR 21 CFR 820, QSP-21 Rev. A, ISO 13485, Change Request, NCMR.

Leadership**:** Marketing, sales, forecasting, business development,

trainer, auditor, compliance, and product management

Certificates: HIPPA, aseptic technique and infection control for professional sales, bloodborne pathogens, and ethics and corporate compliance in healthcare