resume\_121@gmail.com  
887-158-1173

Brattleboro VT - Email me on Indeed: indeed.com/r//929e08bcc072c324  
Skilled presenter trainer and microscopist with a strong scientific background and experience supporting sales and marketing teams. Personable professional and comfortable in university and laboratory settings and able to form rapport with clients and colleagues. Willing to travel where needed and as often as needed.  
Core Qualifications  
Skilled presenter and public speaker Training and Troubleshooting  
Experience with multiple types of microscopy PCR qPCR and Western Blots SalesForce WebEx and Clearslide Transfection and Transformation  
Apple and iMac OS application Analysis and Interpretation  
Microsoft Word Excel and PowerPoint Managing multiple projects simultaneously Willing to relocate: Anywhere  
Authorized to work in the US for any employer  
WORK EXPERIENCE  
Sales Scientist  
- March 2014 to Present  
Sapling Learning - Remote  
 Provide support to the sales team by giving virtual and in-person demonstrations of Sapling Learning's online homework platform to college professors who teach biology courses.  
 Conduct research on faculty courses and department prior to scheduled demonstrations  
 Form rapport with instructors as a peer while being persuasive with the goal of driving adoptions of Sapling Learning.  
 Monitoring opportunities and scheduling post-demonstration reconnections.  
 Travel to college campuses across the United States to present the Sapling Learning in person to biology department key decisions makers.  
 Conducted on-site visits to professors' offices for the purpose of driving interest in and scheduling of Sapling Learning demonstrations.  
 Provided support that was key to the adoption of more thousands of new users at dozend of schools.  
 Use SalesForce to document demonstrations and coordinate with members of the sales team to support university adoption of Sapling Learning.  
 Provide training and troubleshooting to new adopters and existing users of Sapling Learning.  
Manager and Vintner  
Raven Hollow Winery - Westfield MA - October 2013 to Present  
Westfield MA  
 Built business from the ground-up implementing procedural protocols to ensure compliance with federal state and local regulations.  
 Created wine making and sanitation protocols.  
 Trained employees in multiple techniques including wine maintenance and bottling.  
 Manage day-to-day operations including reporting record keeping marketing social media  
event scheduling and customer service.  
   
 Created and produced 14 varieties of wine from grapes blueberries apples strawberries pineapples and other  
fruit.  
 Won 4 medals at national and local wine competitions.  
 Expanded sales to 12 local area retail venues and counting.  
Professor of Biology  
Brandeis University - Waltham MA - August 2013 to December 2014  
Instructed 240 students each semester in a sophomore level undergraduate lecture course and managed all aspects of curriculum development and lab preparation.  
 Managed and supervised a team of 22 graduate and undergraduate teaching assistants as well as a technical staff.  
Lab Manager/Postdoc  
Brandeis University - Waltham MA - January 2013 to August 2014  
 Supervised and coordinated multiple research projects simultaneously.  
 Trained new lab members on proper microscope usage technique and maintenance.  
 Developed protocols to ensure all aspect of the lab met safety and regulatory standards for a neuro/molecular biology lab.  
 Coordinated laboratory equipment microscope maintenance and repair and managed lab inventory.  
Analyst  
Advantage Human Resourcing - New York NY - April 1998 to August 2003  
 Worked primarily for American Express International Payments but successfully completed multiple assignments in various departments within American Express.  
 Analyzed data and generated periodic reports relating to revenue and sales.  
 Reviewed prospective customer applications performed background checks and ensured compliance with federal and local regulations.  
 Managed customer database.  
EDUCATION  
Ph.D. in Molecular Cell Biology  
Brandeis University - Waltham MA 2013  
Master of Science in Molecular and Cell Biology  
Brandeis University - Waltham MA 2010  
Bachelor of Science in Molecular Biology  
State University of New York at New Patlz - New Paltz NY 2006  
Assoc in Theater in Theater arts  
The American Musical and Dramatic Academy - New York NY 1993 to 1995  
SKILLS  
Microsoft Office (10+ years) Salesforce (1 year) Apple iOS applications (10+ years) Velocity (7 years) ImageJ (7 years) WebEx and Clearslide (1 year) PCR and qPCR (7 years) Transfection and Transformation of cells (7 years) working with model organisms for scientific research (7 years) Sales support (4 years) Presenting science and science products and protocols (10+ years)