

DIRECTOR OF BUSINESS DEVELOPMENT

Summary

Customer service based marketer and administrative professional with hands on experience in sales, marketing, and operations. Known for being knowledgeable and supportive while providing clear and sincere communication. Dependable Business Development expert with 4 + years as a top sales performer in medical market.

Highlights

- Communication
- Problem solver
- Strategic planning
- Account Management
- Business Development
- Sales

Accomplishments

Sales

- Surpassed all sales goals by 25% for east valley region.
- Raised west valley region by 50%

Client Interface

- Collaborated with prospective clients to prepare efficient product marketing strategies and drive business development.
- Increased working network in territory to enhance sales performance.

Financial Analyst

- Increased cost-effectiveness by 20 % through compliance enforcement and implementation of a new quality control system.

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Experience

June 2015

to

May 2016

Company Name City, State Director of Business Development

- Strategic marketing
- Exceed budget goals by 150%.
- Network of supporting physicians and case managers.
- Recruit in-house physicians from referring hospitals.
- Optimize financial reimbursement.
- Led a team of six sales & marketing representatives.
- Internal Operations.
- Contract negotiations.

June 2014

to

June 2015

Company Name City, State Physician Relations and Education/Marketing Liaison

- Create and sustain strong relationships with referral sources.
- Clinically reviewed referrals for placement.
- Market to physicians, case managers, and patient families to inform them about their choice for long-term acute care.
- Work with the sales team to co-market new territories and hospitals.
- Present in-services to discuss the features and benefits.
- Deliver excellent customer service and sincerity.
- Promoted to Director of Business Development.

February 2013

to

June 2014

Company Name City, State Clinical Liaison

- Managed territory to gain/sustain strong relationships and build referral source.
- Lead presentations to physicians and case managers
- Increased territories' admissions by more than 200%.
- Assisted with hitting record census in the history of Restora Hospital.
- Transferred to the west valley territory to assist with rebuilding relationships and raise census.
- Hired and trained new liaisons.
- Mended broken relationships in the territory and created new ones.

- Raised census by 150% within a month's time.

August 2009

to

February 2013

Company Name City , State Lead Monitor Technician/Health Unit Coordinator

- Coordinate daily duties.
- Administrative assistance.
- Monitor cardiac rhythms.
- Chart compliance
- Medical order completion..

Education

2016

Grand Canyon University City , State , USA MBA : Business Administration

2008

Arizona State University City , State , USA Bachelor of Science : Exercise Science Small Business Minor

Skills

acute care, administration, benefits, budget, business development, contracts, customer service, interpersonal, leadership, marketing, presentations, sales, finance, cultured, team work.