

## BUSINESS DEVELOPMENT MANAGER

### Highlights

- PROFILE STATEMENT
- Experience in building and managing a large outside marketing/sales territory to build referral relationships with physicians and their office staff, large employers, workers' compensation professionals, and medical case managers
- SUMMARY OF QUALIFICATIONS
- Accomplished in outside sales and marketing of services
- Management experience
- Excellent interpersonal and communication skills
- Outstanding work ethic and time management skills
- Team player
- Goal oriented
- Capable of organizing and planning large events
- Solid knowledge of workers' compensation

### Experience

Company Name May 2011 to November 2014 Business Development Manager

City , State

- Build and maintain referral relationships with physicians, employers, and medical nurse case managers for six outpatient physical therapy clinics Manage large physician office territory consisting of multiple physician specialties- orthopedics, family practice, internal medicine, pain, podiatrists Facilitate clinical relationship activities for each Clinic Manager Attend monthly workers' compensation networking meetings and meet with employers and medical case managers to uncover new opportunities and to cultivate relationships Work closely with operations to ensure customer needs and expectations are met Accomplishments Consistently exceeded new patient physician referral goals and succeeded in achieving same store growth averaging 104%.
- Same store growth for quarters 1-3 of 2014 was 115%.
- Developed solid referral relationships with workers' compensation nurse case managers and large employers Received quarterly recognition for exceeding budgeted new patient goals for six locations Organized and coordinated large educational seminars to drive business results.

Company Name January 2007 to May 2011 Marketing/Outside Physician Rep

City , State

- Increase same store growth for three rehabilitation clinics by developing and maintaining referral relationships with physician offices Manage a territory of 250+ physician referral sources Analyze and track business trends Represent company at professional networking events Coordinate community outreach events Interview, train and mentor new marketing reps Accomplishments Increased same store growth of new patients by 32% from 2007-2010 Created training manual Trained new marketing reps.

Company Name March 2003 to January 2007 Marketing Director

City , State

- Increase same store growth for three rehabilitation clinics Develop and maintain referral relationships with physicians, workers' compensation case managers, employers, and insurance companies Accomplishments Increased same store growth by 48% from 2004-2007 Chosen to act as leader of sales quadrant which consisted of a 7-member integrated divisional team Received yearly recognition due to growth.

Company Name January 1999 to January 2001 Resident Liaison

City , State

- Promoted assisted living facility through outside sales calls and networking.
- Met with potential residents and their families and educated them regarding living accommodations and services.
- Facilitated the entire process of residency from initial lead contact to decision to place in community.
- Maintained 95% - 100% census through conscientious follow through.

### Education

ARIZONA STATE UNIVERSITY B.A : Organizational Communication Business Management City , State Organizational Communication Business Management Cum Laude

### Skills

assisted living, interpersonal and communication, insurance, internal medicine, managing, marketing, marketing/sales, meetings, mentor, office, networking, organizing, orthopedics, outside sales, physical therapy, rehabilitation, sales, seminars, Team player, time management