

Sample Resume

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CAREER SUMMARY

Commercially-astute and accomplished leader with extensive experience in managing sales, identifying and executing on new business opportunities, and developing effective sales strategy within highly competitive environments. Demonstrated ability to understand consumer dynamics, define market growth initiatives, and drive commercial partnerships. History of achievement in generating leads and strengthening revenue stream through goal setting, sales data analysis, and sales force training. Proven track record of managing and delivering key projects in line with set time and budgetary constraints. Strategic leader; directing teams towards success through effective mentoring and training sessions and ensuring achievement of set business goals in line with regulatory standards. Instrumental in operations management while improving organizational structures through strategic processes implementation.

KEY ACCOMPLISHMENTS

- ♦ Exceeded annual target of the company by over \$2M in 2016; administered and controlled a \$12-million budget with a projected increase of 10% in Valley Forge Fabrics.
- ♦ Administered a significant government book of business of over \$20 million and oversaw multimillion-dollar acquisitions by leading complex contracting and acquisition activities.
- ♦ Exceeded sales projection targets by 120% for Q4 of 2018 and Q1 of 2019 in the 340B program.
- ♦ Reduced labor costs by 10%, boosted distribution by 10% and generated an increase in revenue of \$500K.

CORE COMPETENCIES

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| ♦ Operations Management | ♦ Contracts Negotiations | ♦ Professional Relationship Building |
| ♦ Revenue Growth & Profit Optimisation | ♦ Strategic Planning Development | ♦ Regulatory Compliance |
| ♦ New Business Development | ♦ Project Management & Execution | ♦ Complex Issue Resolution |
| ♦ Key Account Administration | ♦ Staff Leadership & Training | ♦ Budgeting & Cost Control |

WORK EXPERIENCE

MOTHER DAUGHTER PRIMARY CARE

Clinical Operations Sales Consultant

Plantation, FL

1/2019 to Present

Develop and implement effective strategies to manage the branding, sales, and marketing campaign for internal medicine practice. Provide effective leadership to the functional staff to ensure the smooth running of the processes related to a start-up medical practice. Restructure practice workflow for the ongoing improvement of regular operations and administer budgets to ensure execution of all tasks within controlled costs. Contribute a significant role into credential practice with Access Department of Children and Families, Medicare, Medicaid and other Commercial Insurances. Establish practice performance standards to meet and exceed targets for revenue, margin, and growth. Foster and maintain strong relationships with other healthcare providers and referral sources in the community.

SENTRY DATA SYSTEM

Sales Account Manager – 340B Program

Deerfield Beach, FL

10/2018 to Present

Enable business growth by determining required metrics, reports, dashboards, and analyses through the development of the internal reporting mechanism. Establish and strengthen robust liaisons with 340B contract pharmacy and internal stakeholders such as sales, legal, finance, and field operations. Formulate accurate reports of client program performance and analyze improvement strategies to ensure ongoing client success. Perform analysis of new market trends and create communication and marketing plans by liaising with the covered entities and internal stakeholders. Serve as a field subject matter expert for retail 340B program and fulfil operational efficiency targets by supporting program execution.

- ♦ Provided high-level assistance during quarterly registrations to secure contracts and identify other engagement opportunities.

Continued...

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- ◆ Spearheaded beta testing for new product DRA tool and secured new potential clients in Hawaii and Alaska.

VALLEY FORGE FABRICS

Government Account Sales Manager

Pompano Beach, FL

01/2016 to 10/2018

Managed full accountability for the account sales operations and ensured the smooth running of all tasks. Hired and trained skilled staff and led a top-performing team of three salespeople and two administrative support personnel. Set and controlled performance budgets for government sales departments. Met revenue and profit growth targets by analyzing results and providing feedback on a continual basis. Prepared and negotiated RFPs, client contracts/subcontracts, consulting & teaming agreements, NDAs, and task orders-issued modifications for existing agreements. Led GSA processes included GSA schedule price lists, internal controls after contract modifications, and contract amendment compilations. Managed more than 80 major accounts with over 500 additional smaller accounts.

- ◆ Selected by executives to streamline sales operations with standardized processes and transitioned from Excel spreadsheets to Salesforce, that enabled the sales department to set metrics.
- ◆ Developed improved contract initiatives by managing deal implementation and contract implementation review processes.
- ◆ Contributed a significant role in the U.S. Navy by introducing a new product line of PLA plastic wares.

CROSS COUNTRY HEALTHCARE

National Accounts Manager – Government Sales

Boca Raton, FL

2012 to 2016

Spearheaded various federal contracts and agreements that included federal supply schedules (FSS), indefinite delivery indefinite quantity (IDIQ), firm-fixed-price (FFP), and blanket purchase agreements (BPA) with General Services Administration (GSA), Veterans Administration (VA), and Department of Defense (DOD). Prepared and delivered core proposal preparations for commercial clients' initiatives. Negotiated and managed contract as per cost plus fixed fee (CPFF), FFP, and nondisclosure agreements (NDAs) in compliance with the policies, legal requirements, and customer specifications. Carried out risk assessment and contract type selection to manage contract award evaluation processes in line with regulatory compliance. Directed key projects from inception to completion and ensured successful project execution to ensure continuous profit related to mergers and acquisitions.

- ◆ Improved company applications, business systems, and processes by implementing changes through effective coordination with company divisions and converted seven companywide systems into one standard operating system (CSS).
- ◆ Saved the company an estimated \$1.5 million in annual salaries through the implementation of cost-effective strategies.
- ◆ Transformed payroll out of 110 nationwide branches by establishing a centralized payroll department.

*Additional experience as **Financial Operations Manager** (2009 to 2012) / **Virtual Sales Manager** (2008 to 2009) at Medical Staff Network, **Financial Branch Manager** (2006 to 2008) at AIG, & **Financial Representative / Loan Officer** (2005 to 2006) at AIG.*

EDUCATIONAL BACKGROUND

Bachelor of Science in Political Science Officer, Florida A&M University, 2002

Project Management Qualified (PMQ) Certification | Florida Health Life & Annuities License | Series 6 License

Communications Officer / Engineering Officer, Surface Warfare Officer School, 2004

Technical Proficiency

Microsoft Office Suite, Access PowerPoint, Excel, Salesforce, Ceridian, & TSS