

Ellen C. Keith

Nashville, Tennessee

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Self-Motivated Team Player, who eagerly accepts new challenges and is adaptable and flexible in new situations, seeks medical sales position. Eager to leverage experience in sales, community education, presentations, and superior communication skills for a medical company that welcomes fresh ideas and dedication.

Hands-On Presenter with proven ability to collaborate to meet business goals and objectives

- Proven track record to lead and facilitate complex information in a clear and concise manner to meet objectives
- Openness to guidance and constructive criticism as an opportunity for improvement in revenue growth
- Successfully implement strategies and aligns goals and objectives to increase growth and drive revenue

Strategist with solid time management skills and ability to quickly learn new information to drive growth

- Proven ability to memorize and comprehend large amounts of scientific and medical information
 - Whatever-it-takes attitude; willing to work extra hours until goal is met
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SALES EXPERIENCE

Sales and Marketing Liaison (August 2013 –May 2015)

Served as a liaison between clients and sorority's philanthropy, Girl Scouts of America. Identified and developed new business opportunities for one of the leading fundraising programs; Girls Scouts of America.

- Seek out potential partnerships for sales: create pitch packages (including tie to philanthropy, videos, and Power Point Presentations) that align with company's objectives
- Wrote and coded weekly e-mail newsletter, growing the list from 500 to 1,000 subscribers

Sales Representative– Saint Louis University (November 2012 – January 2013)

Successfully sold telecommunication services and products in a university setting.

- Successfully designed and implemented strategies that increased customer access by 20%
 - Gained critical interpersonal skills, organizational skills, and business planning skills
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RELATED PROFESSIONAL EXPERIENCE

Caregiver (June 2018-Present)

Care affectionately for infant. Communicate daily reports to medical professionals (parents).

- Administer medications with working knowledge of side effects and adverse reactions

Teacher, Missouri/Tennessee (May 2015 – June 2018)

Served as lower-school team leader, co-chaired science committee that wrote an engaging curriculum for the upper school, coached extracurricular student sports, and served as a liaison to parents.

- Developed and facilitated roughly 300 engaging presentations a year in which, on average, 80% of students were fully engaged, 10 points better than state average
 - Students achieved score of more than 95% for state testing consistently
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RECOGNITION AND ACCOMPLISHMENTS

Graduated *Cum Laude*- 2015

Elected Sales Chairwoman for Kappa Delta Sorority- 2013,2014,2015

Recipient of Achievement Award for Outstanding Teaching – 2016

PROFESSIONAL ASSOCIATIONS AND EDUCATION

Bachelor of Art, Education, Saint Louis University; Saint Louis, Missouri