

Jennifer Branlund

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Work Experience

ALPHA MEDICAL CONSULTING GROUP, PORT ST. LUCIE, FLORIDA

Lead Consultant, Jul 2017 – Present

- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Emphasize product features based on analyses of customers' needs and on technical knowledge of product capabilities and limitations.
- Negotiate prices or terms of sales or service agreements.
- Maintain customer records, using automated systems.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations.
- Prepare sales presentations or proposals to explain product specifications or applications.
- Attend sales and trade meetings, and read related publications in order to obtain information about market conditions, business trends, and industry developments.
- Visit establishments to evaluate needs or to promote product or service sales.
- Complete expense reports, sales reports, or other paperwork.
- Consult with clients after sales or contract signings to resolve problems and to provide ongoing support.
- Gather and organize information to plan advertising campaigns.
- Confer with clients to provide marketing or technical advice.
- Complete product and development training as required.

ONE CALL CARE MEDICAL, JACKSONVILLE, FLORIDA

Manager of Provider Relations, Aug 2007 – Jul 2017

- Resolve customer complaints regarding sales and service.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Determine price schedules and discount rates.
- Review operational records and reports to project sales and determine profitability.
- Monitor customer preferences to determine focus of sales efforts.
- Prepare budgets and approve budget expenditures.
- Represent company at trade association meetings to promote network.
- Interview and hire staff, and oversee staff training.
- Negotiate prices or terms of sales or service agreements.
- Maintain customer records, using automated systems.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Collaborate with colleagues to exchange information, such as selling strategies or marketing information.
- Attend sales and trade meetings, and read related publications in order to obtain information about market conditions, business trends, and industry developments.
- Complete expense reports, sales reports, or other paperwork.
- Complete product and development training as required.
- Provide feedback to product design teams so that products can be tailored to clients' needs.

Education

BALDWIN CITY HIGH, BALDWIN CITY, KANSAS

High School Diploma, May 2002

BAKER UNIVERSITY, BALDWIN CITY, KANSAS

Bachelor of Science/Business Marketing & Management, May 2007

Additional Skills

- CRMs (SalesForce and Sugar)
- Excel
- Word
- PowerPoint
- Visio Professional
- Access
- Microsoft MapPoint
- Outlook
- Contract Express
- DocuSign