

Education

DePauw University, Greencastle, IN (May 2020)
Bachelor of Arts Degree, Majors: Biochemistry & Italian

Honors and Award

Account Associate of the Year, 2022
Account Associate of the Month, January 2022

Professional Experience

Business Development Account Executive - AI Applications, Tempus AI *October 2023 - Present*

- Instrumental in the creation of the Next Care Pathway Intelligence Business Unit
- Successfully initiated and managed targeted outreach campaigns to top 20 global pharma companies.
- Established and nurtured long-term relationships with key decision-makers at pharmaceutical giants, leveraging consultative sales techniques to identify their pain points and aligning them with Tempus Next's value proposition
- Collaborated with cross-functional teams to create customized proposals and solutions, tailored to each pharmaceutical company's specific needs, ensuring a seamless transition to implementing Tempus Next.
- Developed and delivered compelling product presentations and demonstrations to executives, showcasing the power of Tempus Next in improving patient care outcomes
- Negotiated and finalized contracts, with a focus on maximizing value for pharmaceutical partners
- Actively tracked and managed the sales pipeline, maintaining a high accuracy rate in sales forecasting
- Implemented and maintained a Customer Relationship Management (CRM) system to track interactions, analyze data, and strategize for future engagements

Senior Account Associate, Tempus Labs *July 2021 - November 2023*

- Proven ability to cultivate and maintain strong relationships with high-ranking personnel, including key decision-makers and influencers, resulting in high utilization of Tempus' next generation sequencing offerings.
- Skilled in understanding client needs, providing personalized solutions, and consistently delivering exceptional customer service
- Proficient in identifying and targeting potential customers through strategic prospecting techniques, resulting in a pipeline of qualified leads.
- Adept at conceptualizing, planning, and executing impactful sales programs that consistently delivered exceptional results
- Assisted large academic institutions in the creation pilots providing FDA approved IHC and FISH offering
- Effectively tracked and managed a high volume of orders

Field Sales Trainer, Tempus Labs *December 2022 – December 2023*

- Utilized strong leadership and coaching abilities to motivate sales teams to achieve peak performance through comprehensive coaching and mentoring
- Exceptional Communication and Presentation Skills: Proficient in delivering engaging and impactful training sessions, utilizing a variety of instructional techniques and multimedia tools
- Created a supportive and inclusive environment among fellow FST's that encouraged teamwork, knowledge sharing, and cross-functional collaboration to maximize overall sales team performance.

Medical Scribe, Vanderbilt Orthopedic Surgery and Sports Clinic *August 2020 – July 2021*

- Created accurate and comprehensive patient charts in advance of physician arrival, streamlining clinic operations and maximizing productivity
- Captured and documented precise details of physician-patient interactions during clinic exams and visits by utilizing active listening
- Developed a comprehensive understanding of individual physicians' unique clinic requirements, preferences, and workflows

Oncology Research Fellowships, Texas Tech University & DePauw University *May – August 2019*

- Independently developed and analyzed three drugs targeting pancreatic cancer and leukemia.
 - Performed data analysis for complement therapy project targeting angiogenesis in cancer tumors.
 - Prepared and presented my results in front of medical professionals in two different cities.
 - Performed western blot, gel electrophoresis, cold sectioning, paraffin sectioning, cell culture, PCR, immunostaining, and spectrophotometry.
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