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Skills

- Understanding of the budgeting process for QC and Quality operations
- Knowledge of Prescribers, Manufacturers, Third Party Payers
- Superior leadership skills
- Knowledge of Sales principles, practices, and tactics
- Email HTML, Photoshop and Dreamweaver knowledge
- Team player with a positive attitude

Reference

Mcmanis Fernanda

Head of Sales
Schallsvely Sales

446-175-7155

f.mcmanis@salesjobsearches.com

Bozek Mathilda

Head of Sales
Detzler Goods

709-778-3114

m.bozek@salesjobsearches.com

Summary

I'm 31-old Executive Director Retail Program Management & Business Development with over 9 years of experience in Superior leadership skills, Understanding of the budgeting process for QC and Quality operations and Knowledge of Prescribers, Manufacturers, Third Party Payers. Certified in CPA and other certification and ITIL foundation certificate and equivalent knowledge. Team player with a positive attitude.

Gamel Dewayne

Executive Director Retail Program Management & Business Development

Experience

Executive Director Retail Program Management & Business Development Schallsvely Sales , Ellendale, MA

2018 to Present

- Working closely with the Corporate Development team on execution of M&A transactions
- Introduce HDS and other Hitachi company to key Financial Industry C-suite individuals at regulated organizations
- Confident and able to influence; ability to collaborate effectively with business operations and external resources
- An appreciation of different cultures and ability to operate efficiently in a diverse work environment
- Provide support for internal NGC boards, including Country of Concern, Enterprise Risk Management Council, and NGIT
- Propose, analyze and vet new business initiatives and make recommendations to executives

Senior Director Business Development Asia Detzler Goods , Forestville, CA

2016 – 2018

- Able to create, read and evaluate reports and generate correspondence and statistical reports
- Establishes and builds strategic relationships with potential and established partners
- Presents complex information in a formal and clear manner to all levels of employees at ESPN
- 8) Target and create new strategies for increasing business in the highly competitive healthcare market
- Create monthly IDC presentations for relevant projects, and "own" the overall presentation

Director of Business Development & Strategic Initiatives
Preslar Sales Co , Venetia, PA

2015 – 2016

- Highly creative, out-of-the-box thinker who is not afraid to push forward new ideas
- Capable of managing and collaborating with professionals at all levels to effectively manage for performance
- Create monthly IDC presentations for relevant projects, and "own" the overall presentation
- Self-starter with ability to effectively work/collaborate cross-functionally in a complex organization
- Build successful, mutually beneficial long-term relationships with the home offices of key target accounts

Executive Director of Business Development
4th Molowly Wholesale , Castro Valley, CA

2012 – 2015

- Highly creative, out-of-the-box thinker who is not afraid to push forward new ideas
- 3) Train Business Development Representatives on effective business development techniques
- Self-starter with ability to effectively work/collaborate cross-functionally in a complex organization
- Evangelizing products and technologies in each market segment driving adoption and volume upon product release

Associate Director Business Development
Fillman Trading , South Easton, MA

2010 – 2012

- 5) Coordinate weekly motivational business development meetings to stimulate and encourage the business
- Build successful, mutually beneficial long-term relationships with the home offices of key target accounts
- Prepare and present potential BD initiatives, partnerships and strategic alliance activities to executive management
- Administer third-party training for the enterprise-wide business development function

Education

Degree in Sales specialisation
University of Kotlik, AK

2006 – 2010