Lori Prall

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RN, BSN, Surgical RN/ Forensic Nurse Examiner/ BA Business Marketing/Sales

Fond du Lac, Wisconsin, United StatesHospital & Health Care

Previous positions

Long Term Care Acct Rep at Mckesson Healthcare

Physician Account Representative at Mckesson Healthcare

Education

Texas Tech University Health Sciences Center, BSN (Second Degree Accelerated), Nursing

Introduction:

Actively looking for a new position as a sales rep or clinical specialist utilizing my RN and past medical sales experience

Roles:

Account Manager, Sales Specialist, Salesperson

Locations:

Oshkosh, Wisconsin Area, West Bend, Wisconsin, Greater Milwaukee Area, Fond Du Lac, Wisconsin

Job types:

Full-time, Remote

See More

Background

Summary

After reviewing my resume you will see my entire working career has been related to healthcare. . However, I believe that the professional maturity and work ethic developed during my fifteen plus years of surgical assisting, surgical RN experience, and six years in medical sales, elevates my employment status to being an outstanding candidate for a medical sales position.

My goals were met both personally and financially during my career, and I was recognized and rewarded for my achievements by the corporations which employed me.

I believe there is no limit to a career in nursing, and the opportunity for continuous learning will always be present. I can assure you that I will be as asset to your company.

I graduated from the Texas Tech Health Sciences accelerated BSN program on December 17, 2011 with Cum Laude Honors and was issued my RN license on February 2, 2012. In 2001 I graduated from Michigan State University with my BA in Marketing.

RN Multistate License Wisconsin #000000000188741

RN Texas License # 813430

RN Georgia License# RN223471

ACLS Certified

BLS Certified

Specialties: nursing, healthcare, sugery, same day surgery, patient care,handling of various bone grafting materials including, Bone Morphogenic Proteins, Platelet Rich Plasma, and PRFG,Setting up and maintaining sterile field, gowning, gloving, providing pre-surgical assessment, instruction, obtaining medical history, procedure expectations, medical complications,symptoms, dosage schedules and proper pain management with post-operative medications and their potential side effects.

Experience

Forensic Nurse

Aurora Health Care

April 2018 – Present(1 year 7 months)Oshkosh, Wisconsin Area

Forensic Nursing

RN, BSN Surgery/Anesthesia

Oral Surgery Associates

March 2012 – Present(7 years 8 months)Fond Du Lac, Wisconsin

 Eleven years experience in the medical field as a surgical assistant in a very busy, full scope oral and maxillofacial surgery practice.

 Primary surgical RN during office surgical procedures, prepared and administerd outpatient anesthesia drugs during IV anesthesia procedures, ranging from light sedation to general anesthesia.

 Experience gained in the medical disciplines obtaining my RN, BSN has elevated my responsibilities to starting all IV’s , monitoring and recording vital signs including EKG interpretation.

 Hospital privileges in the operating room included surgical assisting during orthognathic and plastic surgical procedures, facial reconstruction, facial trauma, and procedures on medically compromised patients.

 Setting up and maintaining a sterile field, gowning and gloving fellow assistant and surgeons, are routine duties.

 Patient interaction included providing pre-surgical assessment, instruction, obtaining medical history, explaining procedure expectations and potential complications and symptoms, dosage schedules and proper pain management with post-operative medications and their potential side effects.

 Experience in the handling of various bone grafting materials including, Bone Morphogenic Proteins, Platelet Rich Plasma, and PRFG

Certifications: ACLS,BLS

Additonal work experience for Oral Surgery Associates (August 2005 – October 2005, December 1991 - August 2003 and High School/College Summer Vacations.)

Long Term Care Acct Rep

Mckesson Healthcare

July 2008 – September 2009(1 year 2 months)

Managed a $4.4 million territory finishing FY09 165% to plan with 107% GP dollar growth. Achieved and exceeded Key Initiatives on a quarterly basis and completed FY09 as one of the top ten Long Term Care Representatives recognized for the MPower Program.

Maintained set territory accounts by building relationships with key account contacts.

Grew independent business throughout territory and met Key Initiatives quarterly.

Focused on specific product line sales and growing McKesson Brand products.

Completed Customer Business Reviews for all customers quarterly.

Ensured contract compliance for Health Systems and Group Purchasing Organizations.

Worked with manufacturing representatives to promote and grow product usage in territory

Physician Account Representative

Mckesson Healthcare

September 2006 – July 2008(1 year 10 months)

Meet and exceed set territory goals by supporting current accounts within the Medical Network One Physician's Organization.

Perform daily trainings and demos for physicians and staff on electronic prescribing and online web consultations to increase knowledge of Relay Health.

Meeting monthly goals by connecting physicians, pharmacies, and patients on a web-based communication platform.

Increase utilization and member enrollment for existing and new physician network

Grow and develop strong customer relationships by working with physicians and staff to incorporate RelayHealth into daily practice workflow.

Proactively identify customer needs and respond timely and efficiently.

Operations Specialist

InterV-Manan Medical Products

November 2005 – September 2006(10 months)

Developed new standards for Made 2 Manage system in order to improve Supply Chain for our clients.

Implemented Demand and Capacity Planning

Performed and analyzed Job Cost Analysis on a monthly basis

Developed labor efficiency reports and implemented new standards based on employee performance

Worked closely with the IT team to bring in the advanced technologies that supported and directed our supply chain initiatives.

Worked with the quality assurance team to ensure that changes in the supply chain would continue to meet customer expectations.

Ambulatory Sales Rep

CARDINAL HEALTHMEDICAL PRODUCTS & SERVICES DIVISION

August 2003 – July 2005(1 year 11 months)

Managed a $1.7 million ambulatory care territory with a focus on surgery centers. Over achieved quota in fiscal year 2004 by growing gross profit dollars $531,925 and in fiscal year 05 by growing increasing sales dollars $203,397. Received the Sales Excellence Award and Quota Achievement Award for 2004 and 2005 results.

Achieved number one sales leadership award for overall sales growth with best value supplier.

Served as the sales contact for customers while representing manufacturer products as well as Cardinal corporate manufactured products.

Implemented and supported Health Systems agreements while ensuring contract compliance.

Supported pricing initiatives and consistently maintain pricing integrity.

Drive more efficient customer order entry and invoice processing.

Co-Sales and Marketing Manager

Limited Corporation, EXPRESS

August 2001 – November 2002(1 year 3 months)

Managed a Core Store with average monthly sales volume of $200,000. Responsibilities included analyzing monthly financial results and developing the plan to achieve weekly, monthly, and seasonal selling performance numbers.

Doubled bonuses for the 3 months by achieving 20% growth and maintaining numbers that were above 10% in comparison to company metrics.

Achieved highest sales volume for my store on a weekly basis averaging $25,000 in sales per week.

Certified by District Manager in &quot;Mastering Sales Leadership.&quot;

Responsible for sales development and operational leadership, which includes role model selling and customer service skills as well as driving sales excellence and performance results.

Developed plans of action to increase customer satisfaction.

Education

Texas Tech University Health Sciences Center

BSN (Second Degree Accelerated), Nursing

2011 – 2011

Texas Tech University Health Sciences Center

 1600 hours of clinical experience in the various medical disciplines with intensive academics and extensive diversity of clinical practice providing a comprehensive overview of the practice of nursing.

 One to One preceptor-ship with a delegated instructor throughout student clinicals. Learned critical nursing skill sets and improved upon all areas of patient assessment, planning, implementation, and evaluation with emphasis on evidence based practice

 Practiced exceptional nursing skills to provide my patients the highest level of quality care and patient management.

Michigan State University

Bachelor of Arts, Business Administration; Marketing New Product Development and Supply Chain Management

1996 – 2001

Michigan State University

Activities and Societies

Zeta Tau Alpha

Michigan State University

Bachelor of Arts - BA, Business, Management, Marketing, and Related Support Services

1996 – 2001

Michigan State University

Skills & Expertise

Training

Pricing

Capacity Planning

Leadership

Gross Profit

Sales

CPOE

Nursing

Sales Management

Medical Terminology

Pharmaceutical Care

Quality Control

Hospitals

Supply Chain

Operating Room

Durable Medical Equipment

Microsoft Office

Customer Service

Customer Satisfaction

Marketing

Management

Process Improvement

Sales Process

Evidence-Based Practice (EBP)

Medical Devices

New Business Development

Purchasing

Inventory Management

Cost Benefit

Networking

General Anesthesia

Healthcare

Instruction

Forensic Nursing

Finance

Advanced Cardiac Life Support (ACLS)

Materials Management