

Desmond Mari

Boone, NC 28605

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Authorized to work in the US for any employer

Work Experience

Pediatric Home Health Nurse

Angels of Care Pediatric Home Health - Boone, NC

March 2022 to Present

- Prepared updates on client progress to determine extent of home health care needs.
- Provided customized home health care to clients.
- Worked with medical staff and family members to prepare home care plans.
- Coordinated with clients medical providers to verify home care needs.
- Provided health care information to clients and family members.
- Implemented home health care procedures in accordance with employer guidelines.
- Worked various shifts to ensure that each client received proper care.
- Coordinated with nursing staff to ensure that all necessary shifts were covered.
- Provided assessments of each patient's home health care requirements.
- Routinely recorded patient vitals during home visits.
- Collected and evaluated patient data.

Pediatric Home Health Nurse

Bayada Pediatric Home Nursing - Boone, NC

June 2020 to February 2022

- Prepared updates on client progress to determine extent of home health care needs.
- Provided customized home health care to clients.
- Worked with medical staff and family members to prepare home care plans.
- Coordinated with clients medical providers to verify home care needs.
- Provided health care information to clients and family members.
- Implemented home health care procedures in accordance with employer guidelines.
- Worked various shifts to ensure that each client received proper care.
- Coordinated with nursing staff to ensure that all necessary shifts were covered.

- Provided assessments of each patient's home health care requirements.
- Routinely recorded patient vitals during home visits.
- Collected and evaluated patient data.

Medication Nurse

Glenbridge Health and Rehabilitation - Boone, NC

March 2018 to April 2020

- Demonstrated Good customer service by passing medications and meeting patients's needs in a friendly, timely manner
- Monitored, documented and kept record of residents conditions
- Maintain proper communication with MD and take appropriate actions if there is change in condition of a resident or certain needs haven't been met
- Supervise 2-3 CNAs
- Experienced with residents that have cognitive and communication impairment

Sales Representative

Cutco Cutlery - Raleigh, NC

February 2016 to July 2018

- Established a mastery of general sales skills by arranging and conducting direct sales presentations of cutco cutlery
- identified potential customers through personal referral and lead generation
- Filled and submitted customer orders
- Learned the selling cycle, rapport building, negotiating skills, and closing strategies
- Utilized negotiating and closing skills to find mutually beneficial solutions to customers needs
- Practiced intrapersonal and non verbal communication skills
- Attended training workshops and high level conferences
- Developed public speaking skills by conducting presentations and speeches at local sales meetings
- Learned and practiced goal setting strategies
- Designed and executed weekly and monthly schedules to achieve personal sales goals
- Demonstrated time management skills through effective scheduling of both school and work responsibilities
- Recognized as a key person on the sales team and received extra training in leadership and management basics
- Received multiple sales promotions
- Achieved President's Club status for selling \$10,000 within the first 3 months
- Provided sales demonstrations to Potential Customers in their homes

Education

audio engineering

Living Arts College - Raleigh, NC

January 2017 to January 2021

LPN license in nursing

army - Fort Sam Houston, TX

November 2015 to December 2016

High school diploma or GED

Skills

- Direct Sales
- Medication Administration
- Nursing (5 years)
- Medication Administration
- Nursing
- Tube Feeding
- Hospice Care
- Home Care
- Vital Signs
- Experience Administering Injections
- Venipuncture
- Leadership
- Product demos
- Sales
- Yoga
- Communication skills

Military Service

Branch: Army Reserves

Service Country: United States

Rank: SPC

February 2015 to August 2021

Graduated AIT on December, 14 with an LPN license. During My year of AIT I

- Demonstrated compassion and customer service through providing care for patients in hospital settings
- Provide care for pediatric, geriatric, mental health, emergency and ICU patients for one month in each setting
- Demonstrated the ability to learn and succeed in fast passed training
- Utilized effective skills for communication with patients with communication impairments
- demonstrated time management skills through providing proper care and documentation of multiple patients during my shifts
- Designed and executed patient care plans
- Gained leadership experience through filling the role as a team leader multiple times on each clinical rotation

Commendations:

Earned -BLS certification

ACLS certification

LPN license

Certifications and Licenses

BLS Certification

LPN

CPR Certification