

Jennifer Porter

Louisville, KY 40204

porterjenni@gmail.com

+1 502 931 0613

Goal-oriented professional with over 16 years of experience in the highly competitive pharmaceutical/medical industry, including Cardiology. Consistent contributor to growth, recognized for consistently achieving and exceeding expectations with a record of accomplishments in both academic institutions and community practices. Sales experience includes: large account development, segmentation, Challenger selling model implementation and institutional/hospital selling.

Work Experience

Registered Nurse, Telemetry

Baptist Health System KY & IN - Louisville, KY

July 2022 to Present

Contract position with an extension

Nurse geriatric psych

University of Louisville Health - Louisville, KY

October 2021 to Present

PRN position

Critical Care Registered Nurse

US Department of Veterans Affairs - Louisville, KY

February 2021 to Present

Registered Nurse, Telemetry Unit

Kindred Hospital Louisville. - Louisville, KY

September 2020 to Present

- Responsibilities include patient assessment
- Evaluating and dispensing medications
- Wound care
- Coordinating providers and ensuring exceptional care
- Pre and post operative care

Registered Nurse, Telemetry

Norton Audubon Hospital - Louisville, KY

January 2022 to April 2022

13 week contract position

Legal Nurse Intern, Medical Malpractice

Dolt, Thompson, Shepherd and Conway. - Louisville, KY

November 2019 to February 2020

- Researched diseases, injuries and standard of care

- Researched case law related to malpractice claims
- Create detailed timelines from medical records
- Interpret expert assessment of case validity

Electrophysiology Sales Representative

Boston Scientific - Louisville, KY

August 2016 to May 2019

- Increased sales 105% year over year to become #1 in the country
- Completed clinical and sales training while on noncompete
- Trending towards President's Club

Field Clinical Engineer/AF Sales Representative

St Jude Medical - Louisville, KY

April 2012 to August 2016

- Responsible for sales, case coverage and support of Ensite capital equipment and disposables
- Worked closely with a territory manager and sales team to support cardiac device implants, in office clinics, night and weekend hospital calls and created sales and learning opportunities for our team and customers

Associate Clinical Account Specialist

Biosense Webster

April 2011 to April 2012

- Trained in a variety of EP Labs on Carto3, XP and Xpress

Pharmaceutical Sales Specialist

AstraZeneca Pharmaceuticals, Inc. - DeLand, FL

June 2006 to August 2010

- Influenced the prescribing habits of Primary Care Physicians and Cardiologists through effective sales presentations, peer to peer programs, thorough territory management, interdisciplinary team communication and close attention to managed care influence
- Consistently grew Crestor and Nexium market share ahead of the district and nation
- Promoted to Career Ladder Level 4 of 5
- 2007 Circle of Excellence
- Interim Manager

Sales Representative

Procter & Gamble Pharmaceuticals - Orlando, FL

July 2002 to June 2006

- Exceeded sales goals for all products marketed from 2002-2006.
- Successfully sold to customer accounts in Rheumatology, Gastroenterology, Endocrinology, Obstetrics and Gynecology, and Urology
- Field Sales Trainer
- 2002 Rookie of the Year

Staff Assistant - Press Office

Office of the Governor - Tallahassee, FL

January 2002 to May 2002

- Assisted in the composition and dissemination of press releases

- Gained a strong background in communication, customer relations, and office administration

Pharmaceutical Research Intern

Eli Lilly Pharmaceuticals - Indianapolis, IN

May 2001 to August 2001

- Conducted recombinant DNA studies in cardiovascular research

Education

Bachelor of Science in Nursing

Spalding University School of Nursing - Louisville, KY

August 2020

Arrhythmia Technologies Institute - Greenville, SC

March 2011

Certification in Disease Management

Florida Agricultural & Mechanical University, College of Arts and Sciences - Tallahassee, FL

2009

Skills

- Critical Care Experience
- Nursing
- ICU Experience
- Managed Care
- Medication Administration
- Cerner
- Hospital Experience
- Vital Signs
- Epic
- Patient Care
- Experience Administering Injections
- Venipuncture
- Hospice Care

Certifications and Licenses

RN

ACLS Certification

BLS Certification

CPR Certification

Compact State Nurse License