

# STACY RUTH LAMB

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1319 ROTHES ROAD, CARY NC 27511

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## CORE QUALIFICATIONS:

- ✓ Extensive Medical Background
  - ✓ Excellent Oral, Written, Presentation, and Interpersonal Skills
  - ✓ Strong Leadership Skills
  - ✓ Competitive, Goal Oriented, Driven, Self-Starter, Motivated
  - ✓ Adaptable to Any Situation, Resilient
  - ✓ Detail Oriented
  - ✓ Thrive in Competitive Environment and Pressure Situations
  - ✓ Excel in Team Environment
  - ✓ Forward Thinker, Direct and Meticulous in Thoughts and Actions
  - ✓ Confident in Any Social or Professional Environment
  - ✓ Contract Negotiations
  - ✓ Strategic Planning and Execution
  - ✓ Extensive Knowledge of Medical Terminology
  - ✓ Extensive Knowledge and Use of Medical Instruments
  - ✓ Experience in Mass Product Orders, Inventory, and Purchasing
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## PROFESSIONAL EXPERIENCE:

### **RIESTER USA**

CARY, NC

MAY 2013 – CURRENT

#### **ACCOUNT EXECUTIVE**

*For over 60 years, RIESTER has developed and manufactured diagnostic instruments in Germany with state of the art technology to meet the most stringent demands and constant investment in product benefits such as quality, safety, precision and competitive pricing. Our goal is to offer products and services that exceed all expectations to satisfy our customer demands and their customer demands. We stand for customer confidence and for the strength, flexibility and individuality of a reliable company. I work directly with our distributors through Sales and Marketing campaigns, Distributor specific promotions, and coordinate and provide Education and Training all while focusing on the product inventory levels from Germany to ensure orders and shipments are fulfilled in a timely fashion, at all levels. With 50% of my time traveling throughout the territory, my focused and dedicated goal is to increase Riemer sales through the Channel and to take a larger bite out of the competition. When my distributors are successful, Riemer is successful. Riemer GmbH manufactures devices such as blood pressure measurement devices, otoscopes, ophthalmoscopes, stethoscopes, medical lighting, etc.*

- Sales and Marketing Campaigns
- Schedules Promotions
- Monitor and Maintain 158 Global Accounts
- Price Negotiation and Product Development

### **THE UNIVERSITY OF LOUISIANA**

MONROE, LA

DEC 1999-PRESENT

#### **PROFESSOR**

*Instruction of varying credit hours utilizing time management skills, multi-tasking abilities, leadership and negotiating abilities, and disciplined budgetary skills acquired through hands on experience, training, and continuing education.*

- Courses Instructed Varied Within Kinesiology Department
- Mentoring students while fostering positive, professional relationships
- University Image Committee (Appointed by the President)
- University Senate (Appointed by the President)

### **THE UNIVERSITY OF LOUISIANA**

MONROE, LA

DEC 1999-NOV 2011

#### **HEAD WOMEN'S SOCCER COACH / DIRECTOR OF COACHING**

*Successfully manage all aspects of an NCAA Division I soccer program and Director of Coaching position for the state of Louisiana and local clubs by utilizing time management skills, leadership, initiative, short and long term goal setting, as well as social skills and budgetary analysis.*

- Multiple teams equipment orders to include purchase orders, ordering, invoicing, and inventory
- Public speaking engagements promoting the university and its image regionally, statewide, and locally
- Sales of season tickets, sponsorships and booster club memberships
- Negotiation of scholarships and contracts with student-athletes, parents, and university boosters and business supporters
- Recruitment and retention of student athletes nationally and internationally
- Extensive travel requirements
- Maintain all social media sites keeping information current, cutting edge, and ahead of competition
- Organization of year round camps, clinics, and continuing education courses for coaches including brochure design, distribution, hiring of staff, and payroll records

**DOCTOR'S HOSPICE OF LOUISIANA  
CAREGIVER / ADMINISTRATOR****MONROE, LA****MAY 2010-DEC 2012**

*Coordination and scheduling of 24 hour care for 10 patient load using local nurses and caregivers utilizing time management skills, social and communication skills, as well as verification of references, aptitude, and education of staff.*

- Assessment of patient needs and oversight of patient rehabilitation and physical therapy
- Administration of medications and monitoring of vital signs with appropriate documentation
- Acting in accordance with patient and physician directives in order to achieve long and short term goals
- Communication with doctors and patient families to provide detailed assessment and status of patients

**BUFFALO WILD WINGS****RALEIGH, NC****OCT 2012-PRESENT****BARTENDER / WCT (MANAGER FOR TRAINING)**

*In accordance with corporation policies and procedures I interview prospective new employees and administer new employee training using communication skills, knowledge and demonstration of customer service, and knowledge of expectations of sales per period in food and alcohol.*

- Oversight and organization of employee schedules to include servers as well as bartenders
- Food and beverage inventory, documentation, and new orders
- Customer service satisfaction surveys, documentation, and reports filed with corporate office
- Responsible for training all new employees on procedures and policies
- Liaison between upper management and servers / bartenders on policy changes, promotions, sales goals and consumer reports of restaurant
- Creation of short and long term goals for food and beverage sales in conjunction with GM and AGM of restaurant

**EDUCATION:****MASTER OF SCIENCE: EXERCISE PHYSIOLOGY**

Midwestern State University, Texas

Dec 2000

Thesis: Year Round Training Regime for Professional &amp; Olympic Soccer Athletes to Maximize Performance

Thesis on file at Midwestern State University Library for Reference

**MASTER OF ARTS: ENGLISH AND CREATIVE WRITING**

The University of Louisiana, Louisiana

Dec 2003

Thesis: "The Sound of My Feet"

Thesis on file at The University of Louisiana Library for Reference

**BACHELOR OF ARTS: COMMUNICATIONS**

Lees-McRae College, North Carolina

May 1997

**BACHELOR OF ARTS: ENGLISH LITERATURE**

Lees-McRae College, North Carolina

May 1997

Double Major

GPA

3.61

**CERTIFICATIONS:**

IS-00700.a NIMS (National Incident Management System)

Critical Care Transport / LZ0 Helicopter Safety Training

IS-00100.b / ICS 100 (Incident Command System)

Haz-Mat Awareness (Hazardous Materials Response)

EMT (Emergency Medical Technician, Nationally Certified)

NSRC (National Search &amp; Rescue Certified)

MCTT (Mass Casualty Trauma Training, Nationally Certified)

**INTERESTS:**

Travel, Soccer, Collegiate Sports, Reading and Creative / Expository Writing, Fishing, Exercising, Mountain Biking, Hiking, Animals, Spending Time With Family and Friends