

Strong relationship building skills for team selling environment and account management
Veeva CRM input

South West Regional Sales Representative

Rapid & Inc Collections - June 2014 to January 2015

- SW Territory: covering 8 states
- National and regional markets
- Conduct trunk shows and product knowledge meetings with clients
- Maintain relationship with current clients
- Report and process current and projected sales
- Set sales projection goals for each season
- Cold Call for prospective clients

Sales Executive

Missa Fashions - Dallas, TX - February 2011 to June 2014

Sales Executive

Jani Hixon & CO. - Multi - Dallas, TX - August 2008 to February 2011

Sales Executive

Gene & Associates - Dallas, TX - August 2003 to July 2008

Event Representative

Linda Layman Agency - Tulsa, OK - January 1998 to May 2003

Investment Assistant

State Bank & Trust - Tulsa, OK - August 1994 to June 1998

Night Manager

State Bank & Trust - Tulsa, OK - August 1993 to July 1994

EDUCATION

Bachelor of Science in Business Administration

Oklahoma State University - Stillwater, OK
1993

SKILLS

Sales (10+ years), ECR (10+ years), Customer Relations (10+ years)

AWARDS

2016 AZ CSA Excellence in Service Award

May 2016

Recognized for team leadership by District Manager

ADDITIONAL INFORMATION

CRM - Microsoft Excel, Microsoft Word, Expensify, Paycom

Management Hitson The Web 2001 Ed

Nihon Denki Kabushiki Kaisha



Management Hitson The Web 2001 Ed:

Web Information Retrieval Stefano Ceri, Alessandro Bozzon, Marco Brambilla, Emanuele Della Valle, Piero Fraternali, Silvia Quarteroni, 2013-08-30 With the proliferation of huge amounts of heterogeneous data on the Web the importance of information retrieval IR has grown considerably over the last few years Big players in the computer industry such as Google Microsoft and Yahoo are the primary contributors of technology for fast access to Web based information and searching capabilities are now integrated into most information systems ranging from business management software and customer relationship systems to social networks and mobile phone applications Ceri and his co authors aim at taking their readers from the foundations of modern information retrieval to the most advanced challenges of Web IR To this end their book is divided into three parts The first part addresses the principles of IR and provides a systematic and compact description of basic information retrieval techniques including binary vector space and probabilistic models as well as natural language search processing before focusing on its application to the Web Part two addresses the foundational aspects of Web IR by discussing the general architecture of search engines with a focus on the crawling and indexing processes describing link analysis methods specifically Page Rank and HITS addressing recommendation and diversification and finally presenting advertising in search the main source of revenues for search engines The third and final part describes advanced aspects of Web search each chapter providing a self contained up to date survey on current Web research directions Topics in this part include meta search and multi domain search semantic search search in the context of multimedia data and crowd search The book is ideally suited to courses on information retrieval as it covers all Web independent foundational aspects Its presentation is self contained and does not require prior background knowledge It can also be used in the context of classic courses on data management allowing the instructor to cover both structured and unstructured data in various formats Its classroom use is facilitated by a set of slides which can be downloaded from [www search computing org](http://www.search.computing.org) *Hawking Hits on the Information Highway* Laura L. Finley, 2008 This book examines the phenomenon of online drug and drug paraphernalia sales drug recipes and information about drugs Discussing the availability of products and advice regarding prescription drugs steroids and illicit drugs the book also offers a profile of who is buying selling and sharing these products and this information Additionally *Hawking Hits on the Information Highway* examines the rise of drug testing as a vehicle of the war on drugs and looks at how the Web has been used to market products and tips for cheating on drug tests The book identifies the challenges for law enforcement and other bodies in policing the Web and details how Internet based sales are altering the war on drugs This groundbreaking book will particularly benefit students in college courses specifically addressing drugs criminology and law enforcement and will be useful in any course examining wider social issues *Aquaculture zoning, site selection and area management under the ecosystem approach to aquaculture* Food and Agriculture Organization of the United Nations, 2018-11-19 The ecosystem approach to aquaculture provides the conceptual guideline to spatial planning and

management This publication describes the three major steps in spatial planning and management namely zoning site selection and design of an aquaculture management area or AMA The rationale for and objectives of each step the ways methodologies to implement it and the means tools that are available to enable a methodology are described in a stepwise fashion Recommendations to practitioner s and policy makers are provided A separate policy brief accompanies this paper The benefits from spatial planning and management are numerous and include higher productivity and returns for investors and more effective mitigation of environmental economic and social risks the details of which are provided in this paper This publication is organized in two parts Part one is the Guidance it is the main body of the document and describes the processes and steps for spatial planning including aquaculture zoning site selection and area management Part two of the publication includes six annexes that present key topics including i binding and non legally binding international instruments which set the context for sustainable national aquaculture ii biosecurity zoning iii aquaculture certification and zonal management iv an overview of key tools and models that can be used to facilitate and inform the spatial planning process v case studies from ten countries Brazil Chile China Indonesia Mexico Oman the Philippines Turkey Uganda and the United Kingdom of Great Britain and Northern Ireland and vi a workshop report The country case studies illustrate key aspects of the implementation of spatial planning and management at the national level but mostly within local contexts **Avery's**

Diseases of the Newborn: First South Asia Edition-E-Book Christine A. Gleason,Sandra E Juul,2018-05-23 Covering the evaluation and management of every key disease and condition affecting newborns Avery s Diseases of the Newborn by Drs Christine A Gleason and Sandra E Juul remains your 1 source for practical clinically relevant information in this fast changing field You ll find the specific strategies you need to confidently diagnose and treat this unique patient population easy to use single volume that focuses on key areas of practice Now in a thoroughly revised first South Asia Edition this highly respected reference is an authoritative clinical resource for neonatal practitioners Provides up to date information on every aspect of newborn evaluation and management in a new visually improved format featuring more than 500 all new illustrations integrated within each chapter Includes greatly expanded Neurology and Hematology sections that highlight the knowledge and expertise of new co editor Dr Sandra E Juul Features all new chapters on Palliative Care Gastroesophageal Reflux Platelet Disorders Transfusion Therapy Hypertension and The Ear and Hearing Disorders as well as expanded coverage of brain injury and neuroprotective strategies in the preterm and term infant Contains new Key Points boxes at the beginning of every chapter Brings you up to date on current topics such as the evolving epidemic of neonatal abstinence syndrome and the new clinical uses of ultrasound **The Handbook of Computer Networks, Distributed Networks, Network Planning,**

Control, Management, and New Trends and Applications Hossein Bidgoli,2008 The Handbook of Computer Networks is the third set of reference books from leading author and Professor of Management Information Systems at California State University Bakersfield Hossein Bidgoli The Handbook of Computer Networks is designed to arm researchers practitioners

students and managers with in depth understanding of this important and fast growing field in its broadest scope and in an applied and functional framework Each volume incorporates state of the art core information and networking topics practical applications and coverage of the emerging issues in the computer networking and data communications fields

Management Richard L. Daft,2005 The seventh edition of this market leading text continues to raise the standard through its cutting edge presentation of managerial thought carefully developed applications and innovative technology components Richard Daft seamlessly integrates the topic of this edition managing in turbulent times with traditional management concepts to show what influences and guides managerial action in today s organizations To illustrate the conceptual material and engage the learner Daft includes diverse examples exercises and applications in every chapter Through each edition Management has continued to build an outstanding reputation with instructors for its quality topic selection applications and authorship The number one text on the market it is renowned for its strong content the quality of its examples its readability and its numerous applications that reinforce concepts and involve users Some hallmark features include Management in Practice exercises Concept Connection photo essays and Manager s Shoptalk boxes

Forthcoming Books Rose Arny,2003 Departments of Labor, Health and Human Services, Education, and Related Agencies Appropriations for 2003 United States. Congress. House. Committee on Appropriations. Subcommittee on the Departments of Labor, Health and Human Services, Education, and Related Agencies,2002 **Annual Environmental Report** Nihon Denki Kabushiki Kaisha,2002 **Citizens and E-Government: Evaluating Policy and Management** Reddick, Christopher G.,2010-04-30 This book examines the role that citizens play in the development of electronic government or e government specifically focusing on the impact of e government and citizens exploring issues of policy and management in government Provided by publisher Handbook of Archaeological Theories R. Alexander Bentley,Herbert D. G. Maschner,Christopher Chippindale,2008 This handbook a companion to the authoritative Handbook of Archaeological Methods gathers original authoritative articles from leading archaeologists on all aspects of the latest thinking about archaeological theory It is the definitive resource for understanding how to think about archaeology *Insect Control* Lawrence I. Gilbert,Sarjeet S. Gill,2010-05-28 The publication of the extensive 7 volume work Comprehensive Molecular Insect Science provided library customers and their end users with a complete reference encompassing important developments and achievements in modern insect science including reviews on the ecdysone receptor lipocalins and bacterial toxins One of the most popular areas in entomology is control and this derivative work Insect Control taps into a previously unapproached market the end user who desires to purchase a comprehensive yet affordable work on important aspects of this topic Contents will include timeless articles covering insect growth and development disrupting insecticides mechanisms and use of Bacillus thuringiensis biology and genomics of polydnaviruses pheromones function and use in insect control and more New summaries for each chapter will give an overview of developments in the related article since its original

publication Articles selected by the known and respected editor in chief and co editor of the original MRW The articles are classic reviews offering broad coverage of essential topics in insect control with special addenda including author notes on the chapter since its original publication Introduction by the editors puts the selected body of work in context for this volume highlighting the need for entomologists and related researchers to have these reviews in their personal collection **The Web Wizard's Guide to Photoshop** Sherry Hutson,2005 Since its creation Photoshop has evolved into a full featured Digital Imaging program that has revolutionized the way graphics and Web pages are created The Web Wizard s Guide to Photoshop teaches readers with no previous experience how to create and edit images and graphics for the Web using Photoshop and ImageReady From scanning pictures to applying filters this quick and easy to understand introduction to Photoshop will have readers spicing up their Web sites in no time **Inter-Basin Water Transfer** Fereidoun Ghassemi,Ian White,2007-01-11 Increasing demands for irrigation domestic and industrial water have generated a massive growth world wide in the number of large water infrastructure projects involving the transfer of water from basins considered to have surplus water to those where the demand for water has exceeded or is expected to exceed supplies Using the experiences of projects in Australia United States Canada China and India this book examines case studies within the diverse geographical climatic economic and policy regimes operating in these countries It examines the water resources of Australia the driest inhabited continent and explores inter basin water transfer projects in the United States Canada China and India examining their benefits and impacts within these nations contrasting economies and governance systems This comprehensive and well illustrated text will be of great interest to professionals and researchers in the fields of hydrology water resources and to those engaged in environmental science policy and regulation **Partha's 101 Clinical Pearls in Pediatrics A** Parthasarathy,2017-04-30 This book is a complete guide to the diagnosis and management of paediatric diseases and disorders Beginning with an overview of the newborn and growth and development and nutrition the following sections discuss numerous disorders and covers every system of the body from neurology cardiology and pulmonology to urology endocrinology dermatology and much more Other topics include poisoning intensive care adolescence behavioural disorders and surgery A complete section is dedicated to WHO guidelines The comprehensive text is enhanced by nearly 200 clinical photographs and diagrams Key Points Complete guide to diagnosis and management of paediatric diseases and disorders Covers all systems of the body Complete section dedicated to WHO guidelines Highly illustrated with clinical photographs and diagrams **Ancient Mesoamerican Warfare** M. Kathryn Brown,Travis W. Stanton,2003 Collection of articles providing new research on warfare in ancient Maya and other Mesoamerican societies based on archaeological ethnohistorical and linguistic evidence *Hodson and Geddes' Cystic Fibrosis, Fourth Edition* Andrew Bush,Diana Bilton,Margaret Hodson,2015-07-02 Hodson and Geddes Cystic Fibrosis provides everything the respiratory clinician pulmonologist or health professional treating patients needs in a single manageable volume This international and

authoritative work brings together current knowledge and has become established in previous editions as a leading reference in the field This fourth edition includes a wealth of new information figures useful videos and a companion eBook The basic science that underlies the disease and its progression is outlined in detail and put into a clinical context Diagnostic and clinical aspects are covered in depth as well as promising advances such as gene therapies and other novel molecular based treatments Patient monitoring and the importance of multidisciplinary care are also emphasized This edition Features accessible sections reflecting the multidisciplinary nature of the cystic fibrosis care team Contains a chapter written by patients and families about their experiences with the disease Includes expanded coverage of clinical areas including chapters covering sleep lung mechanics and the work of breathing upper airway disease insulin deficiency and diabetes bone disease and sexual and reproductive issues Discusses management both in the hospital and at home Includes a new section on monitoring and discusses the use of databases to improve patient care Covers monitoring in different age groups exercise testing and the outcomes of clinical trials in these areas Includes chapters devoted to nursing physiotherapy psychology and palliative and spiritual care Throughout the emphasis is on providing an up to date and balanced review of both the clinical and basic science aspects of the subject and reflecting the multidisciplinary nature of the cystic fibrosis care team **Site**

Planning Gary Hack,2018-04-27 A comprehensive state of the art guide to site planning covering planning processes new technologies and sustainability with extensive treatment of practices in rapidly urbanizing countries Cities are built site by site Site planning the art and science of designing settlements on the land encompasses a range of activities undertaken by architects planners urban designers landscape architects and engineers This book offers a comprehensive up to date guide to site planning that is global in scope It covers planning processes and standards new technologies sustainability and cultural context addressing the roles of all participants and stakeholders and offering extensive treatment of practices in rapidly urbanizing countries Kevin Lynch and Gary Hack wrote the classic text on the subject and this book takes up where the earlier book left off It can be used as a textbook and will be an essential reference for practitioners Site Planning consists of forty self contained modules organized into five parts The Art of Site Planning which presents site planning as a shared enterprise Understanding Sites covering the components of site analysis Planning Sites covering the processes involved Site Infrastructure from transit to waste systems and Site Prototypes including housing recreation and mixed use Each module offers a brief introduction covers standards or approaches provides examples and presents innovative practices in sidebars The book is lavishly illustrated with 1350 photographs diagrams and examples of practice **Citrus Production Manual**

Louise Ferguson,Elizabeth Elliot Grafton-Cardwell,2014-04-09 Citrus production is complex requiring a delicate balancing act during the growing season and lots of preparation This new manual covers the many steps in the process in a clear and accessible way This manual also details the latest horticultural and disease issues affecting citrus production From deciding scion variety and rootstock to establishing an orchard to managing production to postharvest handling you ll find it all here

in a readable format Colorful photos and clear diagrams and illustrations guide you through important concepts Chapters cover History Botany and Physiology Orchard Establishment Pest and Disease Management Postharvest Handling

Securing E-Business Applications and Communications Jonathan S. Held, John Bowers, 2001-06-22 This book walks readers through the process of setting up a secure E commerce Web site It includes implementation examples for Unix Solaris and Linux Windows NT 4 0 and Windows 2000 The authors pay particular attention to the security issues involved They also highlight the plethora of encryption algorithms that are instrumental in securing data Together the authors and the reader develop a site from concept to implementation The material makes use of numerous coding examples to illustrate how to use the most current technologies from Microsoft Sun and others to support secure transactions

Management Hitson The Web 2001 Ed Book Review: Unveiling the Power of Words

In some sort of driven by information and connectivity, the energy of words has become more evident than ever. They have the capacity to inspire, provoke, and ignite change. Such is the essence of the book **Management Hitson The Web 2001 Ed**, a literary masterpiece that delves deep into the significance of words and their affect our lives. Written by a renowned author, this captivating work takes readers on a transformative journey, unraveling the secrets and potential behind every word. In this review, we shall explore the book is key themes, examine its writing style, and analyze its overall affect readers.

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