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# Experience

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| September 2011 – June 2018TECHNICAL SALES, CHARLES TENNANT &COMPANYTechnical sales for Eastern Canada for the Pharma, Nutra Industries, working directly with customers Purchasing and R&D departments.Implemented a customer code system for priority and decreased response time on pricing and sample requests.Attained and surpassed Budget for 4 years by direct sales call and cold calls at target accounts.Signing of new suppliers and obtention of new product lines resulting in increased profits.Increased customer base with addition of new customers every quarter.Product line management for specific suppliers, including market trends and sales events.Decreased product returns by education at QC QA for variances and OOS.Targeted sampling requests review to limit sending out inappropriate products for customer specific projects.Inventory management per customer specifics by addition of forecasts in CRM.Communicated all reports and data as per guidelines, in different formats for suppliers.Sourcing at conventions and shows, which allowed 2 new suppliers to join the product offering.Worked or volunteered on special projects and events not directly related to routine work. |
| August 2000 – August 2011Senior Account MAnager, Tempo Canada IncManage a small territory in Cosmetics until 80% growth to hire new personnel.Manage the Pharma Industry Sales for Eastern Canada by presenting at Board Meetings and supplier events.Office management in Quebec, for an office of 4 people.Attend conventions and shows, which allowed the company to sign 3 new suppliers.Present to Industry events increasing the company visibility with customers and suppliers. |

# Education

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| 1984-1988B.Sc. Biology cellular and molecular, concordia university |
| 1982-1984DEC Applied SCiences, Ahuntsic CollegeAdvanced placement college courses in all sciences including chemistry, biology, physics and math. |

# Skills

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| * Increased Industry knowledge
* Ingredient knowledge
 | * Precise
* Product development
* Industry norms and regulations
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# Activities

Volunteer work at various charities, member of several Industry related associations.

Kayaking and snorkeling.

Fluent in French and English.