

## ANGIE LAKE

(248)943-4392 | LAKEANGIESD@GMAIL.COM SAN DIEGO, CA

### EXECUTIVE PROFILE

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High performing, passionate leader with over 15 years experience. Ambitious approach to business and medical aesthetic practice management. Exceptional relationship building, budgeting, account management, and customer service skills. Organized and solution-oriented, with a passion for customer service and brand reputation management. An award winning professional who has the entrepreneurial drive and the strong work ethic required to exceed client and account expectation continuously. Entrepreneurial approach with a high skill set to create, coordinate, customize and implement sales and training strategies.

### EXPERIENCE

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**April 2017- Current      ZO Skin Health      Irvine, CA**

*Account Executive- San Diego County*

- Sales and account management for 35+ accounts
- Consistent goal attainment of 100% and higher
- YOY territory and account growth
- Territory expansion with 6 new accounts in 3 months
- Focus on relationship building within Dr.'s to strengthen ZO loyalty

**2016-2017      Colorescience      Carlsbad, CA**

*Account Executive- Los Angeles, Orange County, Palm Desert, San Diego*

- Sales and account management for #1 brush on sunscreen provider
- Line extended over 90% of accounts in the first year
- Three Top 25 key accounts in 2016, one addition for 2017
- Grew key account +200% YOY achieving #1 business partner for 2017
- Recruited top sales executive for split of LA-OC/San Diego territory

**2015-2016      Venus Concept      Southern CA**

*Territory Sales Manager*

- Promotion and sales of aesthetic capital platforms
- Facial, body, hair removal and vaginal device presentation
- Account management and business development for existing accounts
- Staff training and practice enhancement
- Full sales cycle completion calling on Plastic Surgeons, Dermatologists, Private Practices, OBGYN's Medical Spas and Weight Loss Centers

**2010-2015                      American Laser Skincare                      Southwest Region**

*Regional Manager*

- Region revenue growth from \$6 Mill to \$8.5 Mill
- Created and managed quotas and budgets for 15 clinics
- Managed 22 person direct report sales team over 4 Western states
- Ranked as a top performer, averaging 20-30% above quota
- Improved customer service and product expertise through customized training tools and support
- 30% quarterly increase in new product and service offerings
- Minimized region turnover through leadership and culture improvement

**2006-2010                      American Laser Skincare                      La Jolla, CA**

*Clinic Sales Manager*

- Turned underperforming clinic in to top performer. Increase of revenue from 30k per month to 90k per month in less than six months
- Created new revenue streams through improving previous customer service, client relations, and referrals
- Hired and developed a medical team of MD's, NP's and RN's to provide services with excellent customer satisfaction while achieving upsales
- Strengthened the company's business and brand representation through community relationships and leading involvement in volunteer and charity participation

**2001-2003                      Gap                      Chandler, AZ**

*Sales Associate/Shift Manager*

- Achieved needed results with high level of sales performance
- Customer service
- Supervising
- Merchandising

**EDUCATION**

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**2015                      Arizona State University                      Tempe, AZ**

- Bachelor of Science studies in Political Science

**1999-2002                      Scottsdale Community College/ASU                      Tempe, AZ**

- Previous studies, Psychology and Business Communications

**2005-2006                      IMAj Institute                      Scottsdale, AZ**

- Medical aesthetic and laser certification

**INTERESTS**

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Volunteer work with animal welfare, rescue and wildlife rehabilitation organizations, decorating, reading, music, outdoor activities ~ **References available upon request**

LINKEDIN PROFILE: [www.linkedin.com/pub/angie-lake/1b/1a0/914](http://www.linkedin.com/pub/angie-lake/1b/1a0/914)

