

Sholah Adelewa

Sales Manager

Driven sales manager with a solid 2 years in sales management and 15 years of proven interpersonal and leadership expertise. Excited about progressing in my career trajectory shift from the medical field to the world of sales with a fast-paced, trendy business like Hard Rock Cafe.

WORK EXPERIENCE

SmartAsset

Sales Manager

Atlanta, GA | 2020 - current

- Managed 12 account executives, training and motivating the team to meet or exceed sales goals 93% of the time
- Traveled to recruit, hire, and train 4 account executives
- Evaluated sales objectives and results and drafted weekly, monthly, and quarterly reports to analyze statistics, adjust budgets and goals, and determine promotions
- Handled and cleared up complaints, responded to online reviews, and monitored the quality of outgoing and incoming phone calls to raise client satisfaction from 85% to 96%

Medely

Registered Nurse

Atlanta, GA | 2008 - 2020

- Traveled to 8 states to provide advanced life support and ICU care for understaffed hospitals, committing to 4 to 13-week contracts at a time
- Registered and obtained vitals of 4-5 assigned patients each shift, administered medications and IVs, and evaluated patients' progression or decline through monitoring and communication
- Listened to patients' concerns, observed symptoms and behavior, and partnered with physicians to adjust, remove, or add medications, supplements, and appropriate therapies
- Assisted fellow RNs with filling out patient charts, conducting basic health checks, and maintaining a sterile and safe environment

CVS Health

Registered Nurse

Atlanta, GA | 2005 - 2008

- Completed intake forms, performed blood pressure, weight, and temperature checks, caring for 15-22 patients each day
- Drew blood and collected specimens for lab work, administered medicines and injections, and operated EKG machine
- Answered questions in alignment with physician's protocols, educated patients regarding health and lifestyle, and encouraged follow-ups, resulting in 83% of patients returning for preventative care
- Maintained 100% compliance with HIPPA and prioritized health and safety by disposing of hazardous waste, blood, and bodily fluids

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(123) 456-7890

Atlanta, GA

LinkedIn.com

SKILLS

- Hardworking
- Microsoft Excel
- Teamwork
- Problem Solving
- Verbal Communication
- Planning

EDUCATION

Bachelor of Science Nursing

University of Georgia

2001 - 2005

Atlanta, GA

LICENSES

- Registered Nurse - GA
- Advanced Life Support (ALS)