

## **Ann Garvey Sens**

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**I am currently Self Employed, as a Louisiana Licensed Real Estate Agent, operating under an Independent Licensed Broker, as well as maintaining and managing personal investment properties. I also operate AGS Sales Consulting, L.L.C.**

### **Summary of Past Work History**

**Highly successful Marketing Account Executive, with 20 years of experience in the health Care Industry and Human Resources related areas.**

#### **Blue Cross Blue Shield of Louisiana, Inc. Account Executive-1996 to September 2004**

- Successfully sold and implemented an average of 2,600 contracts per year over the past seven years. Some years have exceed my quota by 300%
- Have consistently performed in the top 10 in sales on a state wide basis.
- Have received the highest performance reviews allowable.
- Created the prototype Power Point Presentation utilized by Blue Cross Sales personnel.
- Excel in formal presentations to executive committees

#### **Metrahealth/United HealthCare of New Orleans Account Executive- 1994 to 1996**

- Successfully met or exceeded my sales quotas
- Received internal awards for achievement
- Was the internal contact for coordinating the Federal Government contract, including the creation of the initial booklet.
- Was the internal contact for all sales of National Accounts

#### **Maxicare Louisiana, Inc. Account Representative- 1987 to 1994**

- Serviced all existing accounts, retaining and increasing membership in each account, at a profitable loss ratio
- Prepared and created all necessary marketing materials and coordinated all aspects of servicing the employer groups directly and interfaced with brokers.

#### **HealthAmerica Louisiana Personnel Coordinator- 1984 to 1987**

- Recruited medical and office personnel for this Staff Model HMO
- Established the Human Resources Policies and Procedures for the local office
- Maintained all Human Resource records and files

**BA Loyola University, Major Psychology, 1980, Mt Carmel Academy, 1976**