



## **Why Stephen Dudley?**

The winning attributes that propelled my successful career in Medical, Pharmaceutical & Dental Sales were the same attributes I learned as a college athlete (& later serving 13 yrs as a Head High School Football Coach). Attributes such as poise, tenacity & good teamwork are the very traits that create lifelong victories in all fields! My objective is to secure a position with your company where I humbly bring these same attributes to your team!

### **Apr 2020 – Present, Public Insurance Adjuster @ Property Claims Florida - Tampa Bay**

Responsible for generating, developing and representing a client base of policy holders experiencing challenges during their property claims process. Duties include assessing damage, reviewing insurance policies, negotiating and maximizing claims on behalf of the policy holder to ensure they are treated fairly. My approach has resulted in a significant increase in the number of claims, customer satisfaction and referrals.

### **Feb 2018 - Mar 2020, Medical Sales Representative @ Fusion Healthcare – Tampa Bay**

Top producing Home Care Representative with a gift for developing and capitalizing on strategic relationships to drive home care referrals.

Responsible for educating physicians on Fusion's innovative cardiac, diabetic and gait rehabilitation programs resulting in significant reductions in participant's hospitalizations.

### **Aug 2015 - Mar 2018, Community Medical Liaison @ Senior Care Group - St. Petersburg**

Develop, maintain and manage strategic relationships with prospective referring physicians, hospital nurses, discharge planners and case managers to maximize census for 120-bed skilled nursing and rehabilitation facility. My strategic networking efforts resulted in record increases in admissions (aka: "heads in the beds").

### **Feb 2006 - Aug 2015, Medical Sales Representative @ Fusion Healthcare -Tampa Bay**

Responsible for generating home health care referrals throughout greater Tampa Bay.

Educate physicians, nursing staff & referral coordinators on "Disease State Management" an approach that focuses on educating patients on their disease state (Congestive Heart Failure, Diabetes, COPD). The concept is to involve the patient in their care & empower them to take a proactive role in the management of their disease state.

Highest producing representative in west central Florida for "Number of Admissions", and "Revenue" on 9 separate occasions.

## **Education**

Master's in Instructional Technology MEd with High Honors, Arkansas Tech University

Bachelor's in Mass Communications / Advertising, BA, Harding University

## **Achievements**

- Earned "Deans List" distinction for five consecutive semesters in Master's Program.
- Earned "Top Producer" distinction for 3M Pharmaceuticals on 3 separate occasions.
- Selected by college teammates to serve as Team Captain.
- Set school & national records (16.5 QB Sacks in a season) while playing college football.
- Invited to tryouts for Oakland Raiders, and Tampa Bay Buccaneer football teams.
- Head Varsity High School Football Coach for 13 years.
- 2 time "Florida Coach of the Year" honors for Sunshine State Athletic Conference.