



# SHOLAH ADELEWA


## SALES MANAGER

### CONTACT

sholah@email.com 

(123) 456-7890 

Atlanta, GA 

LinkedIn.com 

### EDUCATION

Bachelor of Science  
Nursing  
University of Georgia  
2001 - 2005  
Atlanta, GA

### SKILLS

Hardworking  
Microsoft Excel  
Teamwork  
Problem Solving  
Verbal Communication  
Planning

### LICENSES

Registered Nurse - GA  
Advanced Life Support (ALS)

### WORK EXPERIENCE

#### Sales Manager

SmartAsset

2020 - current / Atlanta, GA

- **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%

#### Registered Nurse

Medely

2008 - 2020 / Atlanta, GA

- **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

#### Registered Nurse

CVS Health

2005 - 2008 / Atlanta, GA

- 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