

STACEY BENJAMIN

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MEDICAL SALES REPRESENTATIVE

*Highly dedicated, reliable, and accomplished RN with 10 years' practical experience who strives to exceed goals and expectations. Seeking to integrate expertise and health care training, management skills, and interpersonal skills into a **Medical Sales Representative** position in the pharmaceutical industry. Affiliated member with Gastroenterology Nurses Association and Post Anaesthesia Care Nurses Association.*

Highlights of Qualifications

- ✎ Extensive knowledge of medical equipment, products, and pharmaceuticals with a demonstrated aptitude for developing new competencies; B.Sc. in Nursing and Associate of Science, as well as relevant certifications and professional affiliations
- ✎ Proven track record of developing a strong rapport with patients, families, staff and other health care professionals while fostering a spirit of team collaboration and mutual goal orientation
- ✎ Relate effectively to people from various cultures and socio-economic backgrounds and special sensitivity in meeting diverse needs in varied situations
- ✎ Astute analytical problem solving skills with the ability to easily assess conditions and responsibly implement appropriate intervention in the best interests of patients and relevant parties
- ✎ Recognized for excellent teaching and coaching abilities of staff and leveraging dynamic leadership skills to attain tangible results
- ✎ Resourceful health care professional in completing projects and multi-tasking effectively
- ✎ Proficient in MS Word, Excel, Access, PowerPoint, Outlook applications, and Medtech technology used in health care profession

Professional Experience

Staff Nurse, Surgical Unit Boston General Hospital, Boston, MA 2003–2014
Fulfilled the role of charge nurse with being accountable to supervise 2 RNs, 3 LVNs, and a Unit Secretary on the weekend shift.

- Strategically evaluated staffing requirements, floor assignments, and organized unit activities for a 29-bed surgical unit, which provided advice to orthopedics, neurology, and general surgery
- Implemented total quality patient care through a team nursing covering 8 – 10 high acuity patients per shift
- Served as patient advocate, assessing patient cases and notifying physicians of clinical changes
- Skillfully coordinated services, treatments, and consultations using Medtech computer system

Nurse Manager, PA CU/AFU Massachusetts Military Base 2002
Supervised a staff consisting of 4 nurses, 2 medical technicians, and 1 British Civilian Personnel, scheduling work commitments, coordinating activities, and providing direction to staff. Responsible for overseeing patient care in a demanding environment, while providing care for paediatric patients to geriatric patients.

- Coordinated the Pre-Operative Clinic and up to 12 surgeries per day, interacting with applicable departments regarding patient care
- Actively participated in the Quality Assurance Program in conjunction with Quality Committees

Nurse Manager, PA CU/AFU

Massachusetts Military Base ...(continued)

- Monitored health and safety compliance and infection control within the complex
- Conducted training and development activities for staff nurses, providing coaching and mentoring to improve performance and achieve strategic objectives for improved quality of health care

Nurse Manager, Gastroenterology Clinic

Quincy AFB, Quincy, MA

2000–2002

Supervised 1 nurse and 4 medical technicians, scheduling, and coordinating work assignments. Responsible for Quality Assurance and continuous improvement programs to monitor compliance. Evaluated staffing requirements, coordinating scheduling to provide adequate staff coverage to meet patient needs.

- Implemented total patient care to adult and geriatric patients requiring endoscopies, colonoscopies, ERCPs, manometries, pH monitoring, and PEF tub placements
- Conducted pre-procedural assessments, providing coaching and teaching in conscious sedation, recovery, and discharge
- Performed specialized IV infusions, conducting individual demonstrations, and coaching for patients with hepatitis C
- Designed and implemented an effective computer schedule, which increased communication and efficiency by over 40%
- Monitored infection control and 100% compliance to safety regulations ensuring zero incidences
- Successfully completed a walk-through JCAHO inspection under strict timelines of 3 months' notice
- Redesigned patient teaching manuals, performing extensive time studies and investigations, improving patient flow and scheduling methods by 50%
- Completed a group study focused on patient comfort, costs, and test results, which led to fostering insightful recommendations to improve the functioning of the clinic and 30% improved effectiveness in executing procedures

Staff Nurse

Tewana AB, Saipan

1999–2000

Scheduled, coordinated, and delivered patient care for pediatric to geriatric patients within a 10 bed unit, conducting general surgery, gynaecological surgery, internal medicine, family practice, paediatrics, orthopaedics, and behavioral health. Supervised 3 technicians per shift, scheduling work assignments to promote efficiency and work flow optimization.

- Supported emergency services in the implementation of medical treatment and performance of clinical skills
- Executed role of Staff Development Monitor, reviewing and updating training and education records, observing for educational and training compliance against civilian and military requirements
- Effectively managed and implemented patient care for a military and DOD population, providing clinical competencies, including emergency care, IV infusions, injections, phlebotomy, respiratory treatments, cardiac monitoring, minor surgical/orthopaedic procedures, transport services for critically ill patients, and facilitating patient teaching
- Established and executed a new organizational triage system, increasing efficiency and communication across departments and among staff team

Education & Certifications

B.S Nursing, Boston College, Boston, MA (1995) ➤ **Associate of Science**, Massachusetts Institute of Technology, Boston, MA (1993)

Certifications: BLS ➤ PALS ➤ ACLS ➤ TNCC

