

R E S U M E

MAX COLEMAN

PROFESSIONAL TITLE

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PROFESSIONAL SUMMARY

A growth-focused executive with 15+ years of experience in B2B IT Sales, B2B Sales, product management, and business development. Adept at initiating increased operational excellence, reducing costs, and supporting challenging business goals across highly competitive environments. Demonstrated expertise in increasing the adoption of standards and best practices to strengthen employee engagement and organizational success.

WORK EXPERIENCES

SENIOR MEDICAL DIRECTOR

St. Joseph Medical Center, California, USA

May, 2017 - 2019

Working in an Ambulatory Surgery Services, my roles include preparing patients for outpatient procedures, taking medical history, ordering tests, prescribing antibiotics as well as monitoring.

- Purpose Driven Business raised over \$21,000+ for animal conservation.
- Develop the Diablo Vegan and Diablo Verde products, leading to acquiring 24+ awards.
- Accomplish 90% success rate for cold calls and achieved 200% of sales goal since inception.
- Website Development for smooth supplies and inventory workflow, generating foot traffic and boosting productivity by 20%.
- Extensive experience in creating pitch decks and presenting to corporate leaders of HEB, Walmart, Fresh Thyme, Albertsons, among other large corporations.

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Ensheng Dong



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Table of Contents Resume Template Update Open Now

1. Understanding the eBook Resume Template Update Open Now
 - The Rise of Digital Reading Resume Template Update Open Now
 - Advantages of eBooks Over Traditional Books
2. Identifying Resume Template Update Open Now
 - Exploring Different Genres
 - Considering Fiction vs. Non-Fiction
 - Determining Your Reading Goals
3. Choosing the Right eBook Platform
 - Popular eBook Platforms
 - Features to Look for in an Resume Template Update Open Now
 - User-Friendly Interface
4. Exploring eBook Recommendations from Resume Template Update Open Now
 - Personalized Recommendations
 - Resume Template Update Open Now User Reviews and Ratings
 - Resume Template Update Open Now and Bestseller Lists
5. Accessing Resume Template Update Open Now Free and Paid eBooks

- Resume Template Update Open Now Public Domain eBooks
 - Resume Template Update Open Now eBook Subscription Services
 - Resume Template Update Open Now Budget-Friendly Options
6. Navigating Resume Template Update Open Now eBook Formats
 - ePub, PDF, MOBI, and More
 - Resume Template Update Open Now Compatibility with Devices
 - Resume Template Update Open Now Enhanced eBook Features
 7. Enhancing Your Reading Experience
 - Adjustable Fonts and Text Sizes of Resume Template Update Open Now
 - Highlighting and Note-Taking Resume Template Update Open Now
 - Interactive Elements Resume Template Update Open Now
 8. Staying Engaged with Resume Template Update Open Now
 - Joining Online Reading Communities
 - Participating in Virtual Book Clubs
 - Following Authors and Publishers Resume Template Update Open Now
 9. Balancing eBooks and Physical Books Resume Template Update Open Now
 - Benefits of a Digital Library
 - Creating a Diverse Reading Collection Resume Template Update Open Now
 10. Overcoming Reading Challenges
 - Dealing with Digital Eye Strain
 - Minimizing Distractions
 - Managing Screen Time
 11. Cultivating a Reading Routine Resume Template Update Open Now
 - Setting Reading Goals Resume Template Update Open Now
 - Carving Out Dedicated Reading Time
 12. Sourcing Reliable Information of Resume Template Update Open Now
 - Fact-Checking eBook Content of Resume Template Update Open Now
 - Distinguishing Credible Sources
 13. Promoting Lifelong Learning
 - Utilizing eBooks for Skill Development

- Exploring Educational eBooks

14. Embracing eBook Trends

- Integration of Multimedia Elements
- Interactive and Gamified eBooks

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