
Profile

Sandra

First Name

Petway

Last Name

120 AUBURN WOODS CIRCLE

Street Address

VENICE

City

FL

State

34292

Postal Code

What district do you live in? * District 2

reberschool@comcast.net

Email Address

Home: (941) 416-6662

Primary Phone

Home:

Alternate Phone

Retired

Employer

Which Boards would you like to apply for?

Environmental Advisory Board: Submitted

Have you ever been convicted or pled "no contest" to a felony or misdemeanor offense? Yes No

Demographics**Are you a city resident?** Yes No

19 years

How long have you lived in the City of Venice?

Do you have a physical disability? Yes No

Interests & Experiences

Are you currently serving or have you served on a city board?

Yes No

Why are you interested in serving on a board or commission?

To serve as a Board Member to the City of Venice requires dedication and commitment. I am applying for the vacancy on the Environmental Advisory Board. I want to assist with improving the city's environmental impact. As Director of the Auburn Woods HOA, I will work jointly with the Environmental Advisory Board i developing an educational program for new residents to promote Florida friendly landscaping and water management.

Resume of Education and Experience:

B.S., M.Ed., Teacher, Coach and Pharmaceutical Manager. Experienced in teaching, coaching , communicating to large groups, making power point presentations, hiring, team building, maintaining budgets and sales

Responsibility (SURE), Auburn Woods HOA

Member of the Following Organizations:

[PetwayResumeFL.docx](#)

Upload a Resume

Acknowledgements

SANDRA M. PETWAY

120 Auburn Woods Circle

Venice, FL 34292

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SALES MANAGEMENT

SALES TRAINING

CUSTOMER SERVICE

Goal-oriented, management professional with 25+ years diversified and extensive experience. Understands the processes of sales operations, including marketing, human resources, compliance, and commercial activities. Possess excellent management skills to enhance team productivity and preserve the highest level of customer service.

PROFESSIONAL ACCOMPLISHMENTS

- Annually generated \$23MM for Johnson & Johnson’s Baby Products Consumer Division
- Directed Thyroid Community Screening in Pennsylvania, New York, and Florida
- Led new product launches for several disease states
- Annually achieved 10% growth in pharmaceutical product portfolio
- Annual Club of Excellence and Platinum Club Member

QUALIFICATION HIGHLIGHTS

HOSPITAL DISTRICT MANAGER

- Manage the growth of Johnson’s Baby products. Review contracts with Purchasing & Material Management. Promote products and conduct in-services to dermatologists, pediatricians, neonatologists, and nurses. Collaborate with executive leadership to establish performance milestones to achieve stated goals. Demonstrated success leading high performing teams in complex selling environments.

ACCOUNT EXECUTIVE MANAGED CARE

- Created marketing plans to analyze profitability. Coordinated selling efforts with District Managers to ensure effective pull-through. Established relationships with government, managed care organizations, retail and distribution.

DISTRICT MANAGER

- Develop business plans that support organizational strategy and objectives. Implement strategies to achieve growth objectives. Lead and develop sales representatives. Ability to drive business results, identify new opportunities with strategic thinking. Direct, coach, supervise and review activities of sales representatives to achieve sales objectives.

WORK EXPERIENCE TIMELINE

Employment Search – (Dec. 2014 Retired – Present)

Hospital District Manager – Johnson & Johnson / inVentiv Health (Feb. 2007 – Dec. 2014 Retired)

Employment Search – (June 2006 – Feb. 2007)

Teacher – Sarasota Board of Education (Aug. 2005 – June 2006)

Account Executive – Abbott Laboratories (Aug. 2001 – Aug. 2005)

District Manager – Abbott Laboratories (Oct. 1988 – Aug. 2001)

VOLUNTEER

Present Volunteer – Financial Committee Member Church of The Holy Spirit, Osprey, FL

Present Volunteer – Audit Committee Member Church of The Holy Spirit, Osprey, FL

Present Volunteer - Usher Board Member Church of The Holy Spirit, Osprey, FL

Board of Directors – Auburn Woods Home Owners Association, Venice, FL
Treasurer – Rutgers Alumni Club Sarasota/Manatee
Venice Citizens Police Academy – Selected for the Class of 2019
Member – Sarasota United for Responsibility and Equity
Member – Venice Area Historical Society

EDUCATION

Masters of Education, The College of New Jersey
Bachelor of Science, The College of New Jersey
Certified Medical Representative, Certified Medical Representative Institute