
Profile

Sandra

First Name

M

Middle Initial

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

Mobile: (941) 416-6662

Primary Phone

Home: (941) 416-6662

Alternate Phone

Which Boards would you like to apply for?

Parks and Recreation Advisory Board: Submitted

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

Demographics**Are you a city resident?**☒ Yes ☐ No**How long have you lived in the City of Venice?**

13 years

Question applies to multiple boards

Do you own property within the City of Venice?☒ Yes ☐ No

Do you have a physical disability?

☐ Yes ☒ No

Interests & Experiences

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

☒ Yes ☐ No

If yes, please list:

Environmental Advisory Board

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

To serve as a government official to the City of Venice requires dedication and commitment. It would be an honor and my pleasure to serve the citizens of the City of Venice. Communicating with City Council about the best parks and recreation facilities is needed. Additionally I will serve as an Ambassador for the City of Venice and promote inclusion and diversity.

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.

Member of the Following Organizations:

Church of The Holy Spirit, Rutgers Alumni Club Sarasota/Manatee, Sarasota United for Equity & Responsibility (SURE), Auburn Woods HOA

[PetwayResumeFL.docx](#)

Upload a Resume

Acknowledgements

SANDRA M. PETWAY

120 Auburn Woods Circle

Venice, FL 34292

941-416-6662

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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