

Amber Lesslie

Denver, CO

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303-242-9597

Seeking a Leadership position with a Company that will allow me to utilize my skills, abilities and 10+ years of experience in Sales, Service & Account Management.

Authorized to work in the US for any employer

Work Experience

Core Account Manager

Cardinal Health

May 2014 to Present

- o Managing key account relationships at the customer C-Suite Level, across Regional Purchasing Coalition also known as IDN's.
- o Responsible for overall account profitability, to include deal modeling approval process, developing and executing account profitability.
- o Negotiating Agreements, Rebate and Discount programs.
- o Understand the competitive landscape, market insights, and effectively communicate across key internal and external stakeholders.
- o Understand Account Strategic priorities, direction and needs, to develop strategic sales plans across business units, to ensure effective prioritization and execution.
- o Expand relationships and build customer insights in order to identify new sales opportunities to drive growth revenue, profitability and market share.
- o Oversee all contracting activity within the account to include providing leadership and direction for all contract strategies, Request for RFP's and locally negotiated agreements.
- o Ensure Mutual development of KPI with accounts are established by conducting Business Reviews to measure and track progress to attain all customer commitments.

SR. Customer Pricing Advocate

Cardinal Health

January 2009 to April 2014

- o Lowered billing discrepancies by an average of 70%.
- o Managed over 30 individual Continuous Pricing Accuracy reports to reduce the overall un-billed PO's lines from \$4.5M to an average of \$250K monthly.
- o Maintained all Pricing & Cost Agreements between Suppliers, GPO's and Distribution companies to ensure prices are aligned.
- o Successfully reduced the number of Internal & External Requests by 50%.
- o Worked with Senior Leadership to delegate, train and mentor teammates as needed.

Credit/Collections Specialist

Shamrock Foods - Albuquerque, NM

June 2007 to December 2008

- o Monitored payment history and aging reports to ensure invoices are paid with-in terms.

- o Managed to take 20+ collection calls per day and maintained AR alert aging reports to record collection efforts.
- o Contacted customers to investigate reasons for late payments and to encourage future payment within terms, refer chronic delinquent customers to credit manager for further action and or legal.
- o Handled all customer requests for invoice copies, statements and re- sending EDI invoices as needed.
- o Researched deductions taken by customers for pricing, quality researching shortages by researching purchase orders, bills of lading, customer invoices, as necessary to resolve discrepancies.
- o Reviewed write-offs claimed by customers to seek internal approval.
- o Sent out new customer welcome letters.
- o Sent out monthly customer statements and late notices to customers.
- o Reviewed/Input new customer applications into the system for approvals along with their credit file.
- o Assist Accounts Payable with posting cash accurately to customer accounts.
- o Worked with internal teams to resolve freight claims and internal customer audits.
- o Reviewing, loading, validating and scanning of contracts for compliance.

Education

High school or equivalent

Rio Rancho High School - Rio Rancho, NM

2000 to 2004

Skills

- MS Applications, with advanced Excel & Outlook. 10 Key, Accounts Payable, Accounts Receivable, Purchasing, Payroll, Cash Flow, DSO Terms, Auditing, AS400 System, ERP System, MMIS Systems, SAP System, Sales Force, Pricing, GPO, IDN Experience, Invoicing, Content Manager, Contract Management, Inventory Management, Distribution Operations, Business Objects, Project Management, Supply Chain Management, Supplier Experience, Data Analysts.
- Account Management
- Data Entry
- Sales
- Cold Calling
- MS Office
- Salesforce
- Receptionist
- Quickbooks
- Inventory Management
- Powerpoint

Links

<http://linkedin.com/in/amberlesslie24>

Certifications and Licenses

Fred Prior Seminars - Excel/Micro Soft

January 2007 to December 2007

Lean Six Sigma Green Belt

January 2005 to December 2005

Lean Six Sigma Yellow Belt

January 2006 to December 2006

Lean Six Sigma White Belt

January 2009 to December 2009

Lean Six Sigma Black Belt

January 2018 to January 2018

driver's license

Additional Information

MS Applications, with advanced Excel & Outlook. 10 Key, Accounts Payable, Accounts Receivable, Purchasing, Payroll, Cash Flow, DSO Terms, Auditing, AS400 System, ERP System, MMIS Systems, SAP System, Sales Force, Pricing, GPO, IDN Experience, Invoicing, Content Manager, Contract Management, Inventory Management, Distribution Operations, Business Objects, Project Management, Supply Chain Management, Supplier Experience, Data Analysts.