

ROXANA CHAIDEZ
(210) 608-7004, rbchaidez@gmailcom

SUMMARY OF QUALIFICATIONS:

Results driven professional with both sales and dental experience and training. Collaborative and customer-centric in approach. History of managing territory and building relationships to form consultative role to customers and establish business commitments.

RELEVANT EXPERIENCE

Sales

- Sales representative responsible for selling luxury packages on behalf of non-profit organizations to a variety of C-suite clientele and business owners
- Involved in building and cultivating relationships with large businesses and creating partnerships through value-based selling
- Guided customers as they navigate their NDT needs, paperwork, and the inspection process by understanding customer challenges and objectives
- Negotiated contracts and service level agreements with senior project managers and compliance officers
- Collaborated with finance, legal, and upper management on revenue and profit margin
- Operated as the main point of contact for inspection revisions
- Cultivated Top 10 largest accounts through outbound prospecting and managed paperwork accordingly
- Contract and events interpreter and translator (English-Spanish)
- Participated in tradeshow and other events designed to increase company and product visibility
- Manage territory encompassing Houston, San Antonio, and South Texas

Dental

- Member of voluntary dental brigade providing oral healthcare education to elementary-aged students
- Served as oral surgery assistant providing pre-op, surgical, and post-op care including executing sedation orders and providing post-op care instructions
- Assisted doctor during dental procedures, triaged patients, and supported the doctor's patient flow
- Verified patient's insurance coverage and provided coverage information to patients
- Maintained dental lab and sterilized instruments
- Served as first point of contact for dental patients and provided treatment options and education to patients

ACCOMPLISHMENTS

- FY 2021: Achieved 124% of goal selling over \$500k worth of packages
- FY 2022: Achieved 115% of goal selling over \$427k worth of packages
- Recognized for acquiring net new clientele to the company at 110% of the goal per week
- Top 5 Sales Agent Nationwide October 2021

WORK HISTORY

Enable Dental, PRN Registered Dental Assistant, September 2022 – present

Integrity Testing & Inspection, Inc., Business Development Manager, September 2021- present

Advanced Oral Surgery, Registered Dental Assistant, January 2021 – September 2021

High Profile Promotions, Inc., Sales Representative, October 2018– Present

Olmos Park Cosmetic Dentistry, Temporary Registered Dental Assistant, June 2020 – December 2020

Dental Republic, Temporary Registered Dental Assistant, August 2018

Aspen Dental, Temporary Registered Dental Assistant, May 2018 -June 2018

Joshua Austin DDs, Insurance Coordinator, February 2018 – October 2018

EDUCATION**University of Texas at San Antonio**

BA in Medical Humanities, Secondary Major in Pre-Dental & Pre-Medicine, Minor in Biology, GPA: 3.7

Extracurricular Activities:

- Tau Sigma National Honors Society
- Phi Sigma Pi National Honor Fraternity
- Pre-Dental Society
- Wilbur and Mary Rennecker Endowed Scholarship, ACCD NVC Foundation, Scholarship, Student Leadership Institute Scholarship, Amelia & Tino Duran Scholarship, Sjored Steunebrink Scholarship, Sembradores of San Antonio Ed Scholarship

Northwest Vista College

AS in Biology, Student Leadership Institute

PHD Club: Pre-Health Delegation

CREDENTIALS:

Certified Dental Assistant, UT Health & Science Center 2017