

## **Ann Conn**

7101 Virginia Parkway

McKinney, TX 75071

Phone: (469) 396-9589

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**Objective:** *Accomplished professional with demonstrated expertise in the areas of operations, staff management and sales within various service industries. Results-oriented with the ability to coordinate multiple projects and teams simultaneously, coupled with the skill to effectively manage staff of all levels and diverse backgrounds.*

### **Summary of Qualifications:**

- *Professional Sales, Marketing and Management experience.*
- *Excellent Oral, Written skills and proven Analytical abilities*
- *Extensive experience in the full recruiting/sales cycle that values collaboration and accountability.*
- *Success driven with a proven track record of meeting and exceeding both management and customer goals in a fast paced and rapidly changing environment*
- *Highly skilled in building strong relationships with clients, developing and executing strategies and processes focused on business objectives.*

### **Experience:**

**Accelerated**

**2008-Present**

**Owner, Department of Defense Contractor**

*Areas of Responsibility Include: Currently work with Transportation Officers Nationwide to coordinate shipments for the Military, Negotiated Rates and submitted Tenders within the Global Freight Management System, Source new vendors and provide logistics services to existing and new customers*

**Pacer Transport**

**2006-2008**

**Manager, Contract Services**

**Presidents Award for Excellence 2nd Quarter 2007**

*Areas of Responsibility Include: Creating and Developing Marketing Strategy/Collateral for publically held Transportation Company. Managed 500K marketing budget, Customized recruiting program to meet/exceed field needs, worked closely with contractors to negotiate rates and contracts, Target Marketing, Solution Based Selling Strategies, Client Benchmarking, Vendor Negotiations, System Startup Project Management, Driver Operations Manager Recruiting, Driver Management, Account Management, Client Communication, Continuous Improvement, Safety & Compliance, Insurance, Prospective Client Pre-Qualification, and Closing Sales, Team Sales Management: Working with multiple sales personnel, operations managers, regional managers, vendors, and occasionally non salaried employees to identify and solicit new business opportunities.*

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**Summit Research Solutions**

**2005-2006**

**Sarah Cannon Research Institute-Consultant**

**Study Recruitment/Project Manager**

*Areas of Responsibility Include: Daily interface with multiple Pharmaceutical contacts regarding new and ongoing studies. Manage all pre-study activities for Investigator Initiated Studies and Industry Sponsored trials, Supervise ongoing projects for new business structure, reporting directly to the Executive Management. Streamlined departmental procedures during due diligence process for purchase providing greater efficiency and productivity while initiating several new studies.*

**GTx Pharmaceuticals**

**2004-2005**

**Site Activation Specialist- Consultant**

*Areas of Responsibility Include: Execution of strategic business plan to activate more clinical trials sites, initial contract administration including tracking the site from initiation eligibility to screening and enrolling patients, manage database and project metrics for study start up. Manage all lab reports and maintain Master Enrollment Log, Collect and Manage all Regulatory Documents according to GCP guidelines. Implemented Accelerated Enrollment Program.*

**Ajilon Finance**

**2003-2004**

**Branch Manager**

**Employee of the Month-Regional Top Producer 09/03**

*Areas of Responsibility Include: Handled all phases of market development, established local Client and candidate base, day-to-day operations including recruiting and sales, full P&L management, managed a team of 5 people while overseeing successful operations.*

**Lighthouse (Non-Profit)**

**2002-2003**

**Director of Program Development**

*Areas of Responsibility Include: Interface with mid and upper level management to develop corporate partnerships for a local non-profit agency. Analyze, recommend and implement streamlining resources for client needs. Plan, prepare and present various marketing presentations. Coordinate internal activities to corporate partner requirements ensuring proper management of project, perform as a company/client liaison to develop and maintain business relationships.*

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### **Chase Staffing**

2000-2002

#### **Branch Manager**

President's Award 2001, #3 Sales Rep Nationwide 2002

*Areas of Responsibility Include: Start-Up operation, Developed and implemented marketing strategy for new staffing company establishing a solid client base. Sold the number one revenue generating account within 2 months of opening branch. Full P&L responsibility, managed a team of 5 associates by utilizing a strategy of targeted cost cutting and a realignment of the sales effort, tripled hourly billing while, at the same time, increasing average mark up.*

### **Transforce**

1998-2000

#### **Branch Manager**

Branch of the Year Award 2000

*Areas of Responsibility Include: Start-up operation for national transportation staffing company. Handled all phases of market development, established local Client and driver base, day-to-day operations including recruiting and sales, P&L management, development of business plan based on company goals and implementing that plan through team members. Met and exceeded projections for the first year, our branch was profitable within two months of opening and used as a model for other openings. Best GM Profit Nationwide*

### **Robert Half International, Office Team**

1994-1998

#### **Staffing Manager**

*Areas of Responsibility Include: Developed new business opportunities while maintaining existing customer accounts, coordinate internal activities for client interviews while negotiating and maintaining company standard profit margin ratio.*

### **Education:**

2010	<i>ACSM CPT Certification</i>
2000	<i>AMA Course-Leadership Skills for Managers</i>
1996-2000	<i>Southwest Community College-(Continuing Education)</i>
1992-1994	<i>Shelby State Community College</i>
1985	<i>Hammond Business College (Continuing Education)</i>
1984	<i>Rhodes College Scholarship-Communications</i>

### **Professional Affiliations:**

2007-2010	<i>Frisco Chamber of Commerce</i>
2008	<i>ACRP Member</i>
2003-2009	<i>Society of Human Resource Managers</i>
2003-2004	<i>Board of Director Member, Fresh Start Ministries</i>
2003	<i>Greater Memphis Interagency Coalition for the homeless</i>
2002-2004	<i>Memphis Chamber of Commerce, Ambassador</i>