

Sharon Raymond
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Professional overview: Twenty four years experience negotiating contracts with national, regional and local organizations. Team player with an entrepreneurial mentality who consistently exceeds goals. Recognized as an intuitive, resourceful, and productive contributor who champions the company's goals and vision.

Secure Horizons by UnitedHealth Care, Buffalo, NY

2007-2010

Director of Agent Development & Education, Northeast Region

2009-2010

Promoted to lead a team of five managers directing a field sales force of 3,200 Medicare insurance sales agents and 300 agencies over 12 states. Lead of regional hub interacting with teams in national and local sales, compliance, training, and marketing and the Retail Initiatives project team managing over 75 Walmarts and Rite Aid stores. Managed the delivery of key sales, compliance and distribution metrics to national and local teams. Unit increased sales 30% over 2009, and participating sales agents by 40%.

Distribution Development Director, Northeast Region

2007-2009

Recruited over 350 Independent Insurance professionals for a new sales channel to sell SecureHorizons and AARP branded Medicare insurance products. Successfully partnered with local sales management and corporate teams to ensure agents were licensed, certified, and trained. Developed and delivered key metrics to partners. Channel exceeded goals in 2008 by 35%.

Executive Development Program, UnitedHealth Group, Minnetonka, MN

2009

Selected as one of 70 participants in UnitedHealth Group's 2009 Executive Development Program. EDP is an intensive six month program to develop personal, business, and academic leadership skills. Program included attending the Wharton School of Business Executive Development Program and a team project sponsored by members of Executive leadership of UnitedHealth Group companies.

Sharon Raymond Inc., President/Executive Recruiter, Hamburg, NY

1998-2007, 2010

National Executive Recruitment firm specializing in the Health Insurance industry and ancillary healthcare business. Placements included Health Informatics Directors, Disease management analytics and sales, Operations, Health Plan Physicians, Product Management, and Sales/Marketing leadership positions. Contracts included, WellPoint, BCBS of WNY, Aetna, Prudential, Humana, and Independent Health. Partnered with ESA and CCY on several projects. Company was a Certified Women Owned Business.

Blue Cross Blue Shield WNY, Account Executive, Buffalo, NY

1997-1998

Sold Community Rated and Self Insured health insurance contracts to large companies, local governments, unions, hospitals, and charitable organizations. Utilized Strategic Selling techniques to exceed sales and retention goals by 10%. Partnered with Underwriting, Operations, and Service teams.

White Director Publishers, Account Executive, Buffalo, NY

1996-1997

Sold annual Yellow Page advertising contracts to companies within the Buffalo and Niagara Falls geographic areas.

Business First, Account Executive, Buffalo, NY

1994-1996

Relocated to Buffalo, NY and sold print advertising contracts to local health insurance companies, hospitals, physician specialty practices, hotels, and restaurants. Exceeded sales goals by 110-140% each year.

Marriott Hotels, Residence Inns and Courtyard by Marriott, Massachusetts

1987-1994

Joined Newton Marriott as Senior Sales Manager, promoted to Director of Sales for meeting and exceeding sales contract goals with 3 new competitors in the market. Joined Courtyard Hotel division representing the Lowell Courtyard and

increased revenue from 12th place to 4th place out of 16 regional Courtyard Hotels in 11 months. Promoted to newly created role of Regional Sales Manager, responsible for negotiating and managing Group contracts for multiple Marriott brands.

Additional Hotel Sales experience:

Loews Hotels, LRI Division, Sales Manager, NY, NY
Westin Hotels, Regional Sales, NY, NY
Sheraton Boston Hotel, Boston, MA.

Awards and Certifications

Marriott Hotels: Insurance Market Sales of the Year, and Hotel of the Year, Courtyard Division.
Business First: Business First Salesperson of the Year 1995
Buffalo/Niagara Sales and Marketing Executives: Elite Sales & Marketing Award Winner, 1995
UnitedHealthGroup: Invited as a participant to 2009 Executive Development Program
New York State Life and Health Insurance License - current

Education:

Wharton Executive Education, Philadelphia, PA	2009
D'Youville College, Buffalo, NY, MA, Education	2002
Northeastern University, Boston, MA; MS Marketing/Business	1982
Endicott College, Beverly, MA; AS Business	1978

Volunteer Activities:

Guatemalan Literacy Project: Guatemala City, Guatemala	2002
Churches in Action, Hamburg, NY	2006 to Present
Extreme Home Makeover, Buffalo, NY	2009