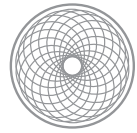


John W. Dorsey



2940 Woodcroft Circle
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Profile

Driven, influential, personable, and adaptable. Proven to have an excellent ability to create, grow and maintain business in a competitive marketplace. Hunter mentality.

Experience

Sales Development Manager - Viachem LTD; Plano, TX - January 2014 - Present

Responsibilities include: Promoting and selling Viachem's full line of nutraceutical, food, beverage, and personal care line of specialty chemicals and specialty ingredients. First year sales exceeded one million in sales from a territory that in the previous year only performed \$50,000 in total sales. Second year sales exceeded 3.2MM, 3rd year exceeded 5MM and 4th year exceeded 6MM. Promoted within company to develop strategies and new products to help further growth among sales team.

Abbott Laboratories (2 years 2 Months)

Pediatric Sales Representative, Abbott Nutrition; Rockville, MD - December 2012 - January 2013

Responsibilities include: Promote Abbott Nutrition's Pediatric Portfolio in Neonatal Intensive Care Units, Maternal Child Health Units, Obstetrics Offices and Pediatric offices. Sell to Neonatologists, NICU Dietitians, Neonatal Nurse Practitioners, OBGYNs, Pediatricians and Nurses. Also responsible for contracting with hospitals and maintaining contract compliance by means of building and facilitating business relationships with staff, ranging from the unit to materials management.

Retail Sales Representative, Abbott Nutrition; New Haven, CT - January 2012 - December 2012

Responsibilities included: gaining full distribution of Abbott authorized products on retail store shelves, create and facilitate relationships with store personnel, log and correct out of stock products, gain incremental store sales by building and installing promotional product displays.

Director, TrainUp Teen Fitness (Rockwall Pediatrics); Rockwall, TX - April 2010 - December 2011 (2 years)

Reported directly to a Pediatric Cardiologist (Dr. Kurt L. Pflieger). Main responsibilities included: lead, inspire, and hire employees, development and maintenance of clinical youth obesity treatment program, Presenting youth obesity program to the community and surrounding physicians practices, timely and accurate medical documentation of clients utilizing electronic medical software, collection and depositing of fitness center funds, development of group exercise programs, marketing and promotion of facility, development and maintenance of website, routine maintenance of facility.

Boys Camp Counselor, Camp La Jolla; La Jolla, CA - Summer 2008 (Internship)

Boys camp counselor of a nationally recognized youth and adult weight loss camp.

Responsibilities included supervision and direction for leading young men through various physical activities throughout the day. Acted as behavior modification nutrition specialist which required weekly presentations in an entertaining and educational way. Camp La Jolla has since been acquired by camp wellspring.

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Personal Trainer, Texas A&M Rec Center, College Station, TX - September 2007 - December 2009 (2 years 3 months)

Responsibilities included working independently with students and faculty to help reach their desired fitness goals. Adapted and learned to effectively work with a wide range of individuals including various: ages, fitness levels, ethnicities, and backgrounds. This position included delivery of annual fitness presentations for the Fall Fitness Festival. Topics included properly using a stability ball, using nutrition to meet physical fitness goals and the myths and misconceptions of weight training for females.

Education

Texas A&M University, College Station, TX - 2009: B.S Nutrition Science

Texas A&M University - Commerce, Commerce, TX - 2011: M.S Health Promotion

Skills

Proficient in the following: Sales CRM (Salesforce.com), Apple and Microsoft OS, Microsoft office, Apple ilife suite, Adobe photoshop, basic web development, iPad operation, medical terminology

Volunteer

Big Brothers Big Sisters of America - Big (Mentor) 2015 - Present

I am a mentor to a young man in middle school. I have been involved with BBBS since 2015.

Tango Tab Feed the City - 2016 present

Regularly attend feed the city events building meals for the homeless and needy

Certification

NSCA - Certified Strength and Conditioning Specialist (CSCS) 2010

American Sailing Association - Basic Keel boating (ASA101) April 2011

Referrals

Available upon request