

WHO DARES AGENCY



FILM - TV - EVENTS

The Stunt and Safety experts.....

JILLIAN OSBORNE

Summary

Nationally registered Paramedic with 6 years experience with ASNSW. Extensive hands-on medical experience in high energy on-call environments.

Detail-oriented Account Manager accomplished in print, digital advertising and media. Excels at relationship-building, organization and making sound judgments under pressure and within tight deadlines.

Organized Territory Sales Manager with 4 years sales experience. Proven track record of implementing successful sales programs to exceed company goals.

Highlights

- Excellent communication skills
- Strong lead development skills
- Supporting international sales team
- Goal-oriented
- Sales force training
- Order Processing
- Forecasting
- Operations management
- Cool and collected under pressure
- Fluent in English & Afrikaans

Accomplishments

Exceeded Sales Management goals by 90% on a quarterly basis, which led to promotion to Regional Sales Manager within 12 months.

Experience

P1 Paramedic

Jun 2008

Ambulance Service Of NSW - Sydney, NSW

Provided life support services during medical emergencies on scene and en route to the hospital. Maintained a state of readiness and alertness for all assignments. Collected pertinent information from the patient, family and friends, medical records and prescriptions. Rapidly assessed whether life threatening criteria was present and took immediate action. Operated and maintained emergency vehicles in a safe, efficient manner while obeying all traffic laws. Completed all mandatory education and training classes. Maintained updated knowledge with treatment protocols, response requirements and quality assurance procedures. Interacted with patients, families, hospital staff and the general public.

Director- Current

Resus A Life - Sydney, NSW



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Providing a First Aid Workshop for parents, carers and childcare workers. Identified key growth opportunities for the business through Mothers Groups, Schools and Parenting groups. Reduced and controlled expenses by improving resource allocation.

Account Manager and Production Manager
RANK Publishing - Sydney, NSW

Dec 2004 to Feb 2008

Actively suggested operational improvements to enhance quality, improve production times and reduce costs. Created the look and feel of the organization's online presence in social media forums. Developed templates for e-newsletters, presentations and reports. Supervised a team of 10 editors, associate producers and production assistants on a wide range of projects. Verified product placements in web scheduler. Oversaw all Advertisers for print and digital Media.

State Manager
Amersports Australia Pty Ltd - Melbourne, VIC

Mar 2002 to Oct 2005

Managed organization's largest region and performed full sales cycle duties, increasing annual sales by 90%. Established more than 30 new accounts, earning a combined profit of over \$1M. Planned and executed national sales department improvements, updating the company's approach to marketing, cost analysis, presentations and territory establishment. Retained and ensured proper handling and care of 150 existing client accounts. M..

Key Worker Mental Health
Home First And Foremost - Taunton, United Kingdom

Dec 2000 to Feb 2002

Developed patient care plans, including assessments, evaluations, and nursing diagnoses. Assisted patients with multiple chronic diagnoses, including Autism, Epilepsy, Aspergers Syndrome and Down Syndrome
Supported patients with customized patient teaching tools. Delegated staff nurse duties. Achieved departmental goals and objectives by instituting new processes and standards for in-patient care. Maintained all confidential personnel files, licensing and CPR compliance records. Monitored patient reactions to drugs and carefully documented progress of individuals trialling new medication.

Education

High School Diploma, Matriculation

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St Annes Diocesan College - Hilton, Natal, South Africa

Matriculated in Biology, Geography, Afrikaans, Art History, Speech and Drama, English

Represented my State and Country in Hockey, Awarded Colour2



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