



## **LISA J. LETTIERE**

### **Executive Advisory Board Member - Account Management & Sales - Administration for Medical Devices & Services, Pharmaceutical & Healthcare Companies**

Lisa Lettiere is an Executive Advisory Board Member with About The Kids Foundation.

She was an award-winning District Manager and Pharmaceutical Representative with Abbott who achieved results and supported the growth of medical and pharmaceutical organizations. With a successful career in pharmaceutical sales, medical device sales, and medical practice management, Lisa has worked for both large and small medical organizations and has knowledge of sales, marketing, practice management, and medical billing. She has the ability to build and nurture positive relationships with medical office personnel, physicians, and can build a solid referral base for business development.

She holds a BS degree in Health Planning & Administration and a Master's degree in Public Administration both from Penn State University. While she was with Abbott and Knoll, she successfully marketed a portfolio of cardiovascular, endocrine/metabolic, antibiotics, and pain products to physicians, hospitals, and pharmacists. She was promoted to District Manager to provide leadership, strategic direction, sales mentoring, and coaching in Williamsport/Butler PA territory. She received numerous awards for surpassing quotas and accomplishing territory objectives.

During a career hiatus, she provided full-time care to her family while immersing herself in researching clinical trials, advocating for patients, and keeping her skills sharp through philanthropic volunteer and part-time roles. After being widowed, she returned to her career as a practice administrator for an oral surgery center, directed the launch of a medical spa/esthetics business, and sold anti-aging products and an anti-oxidant business model with Pharmanex. Currently she is a Stylist with Pearl by Lela Rose, a women's luxury clothing line, and is studying to become a licensed real estate agent.

With a focus on business development, territory management, marketing, operations and general office administration, she is able to help organizations grow and support people in their quest for health and wellness. She is a loving, dedicated mother to a beautiful daughter who loves ballet and dance.

She enjoys traveling, spending time in California and Florida, and socializing and entertaining with family and friends.