

January 2106 Team Member Profile, [NAME REDACTED] — Senior Telemarketing Representative

[NAME REDACTED] has over 20 years of experience in business-to-business inside sales. In her two-and-a-half years with McKesson, she has helped to drive business in two areas central to our growth: revenue cycle management (RCM) and electronic health records (EHR).

As a Senior Telemarketing Representative on the BPS Market Development team, she strategically identifies, develops and qualifies revenue opportunities within the Northeast territory and works across teams to help develop targeted messaging to drive business. “Currently, I’m focused on promoting McKesson Chronic Care Management Services™ and scheduling introductory calls for those in the planning stages of participation in the new CMS program,” she noted. [NAME REDACTED] has also been an EHR Sales Representative at McKesson Health IT.

Prior to McKesson, [NAME REDACTED] worked for seven years as an Account Manager at Altrua Global Solutions in Tallahassee, FL, and served as a Key Accounts Executive with AutoTrader Classics (a division of AutoTrader.com) in Atlanta.

[NAME REDACTED] was passionate about sales at a young age. “My first sale was a Jon boat at age 12 while helping my dad at his marina,” she recalled. Ironically, while she loves outdoor activities, she prefers inside sales. “I’m a chronic blusher — I had to wear turtlenecks in college when I gave a speech.”

She and her husband, Phil, have been married 21 years. They live in the East Cobb area of Marietta, GA, with their two sons: Xander, 15, and Andrew, 14. “Most of my free time is spent with THEIR activities,” [NAME REDACTED] laughed. “I am the committee chair for a Boy Scout Troop with over 100 members, a camp coordinator, a marching band chaperone, a football mom and a church daycare volunteer.”

Out of necessity, [NAME REDACTED] has become an “over-preparer.” She remarked, “My McKesson colleagues playfully joke about that trait, especially my obsession with note-taking.”

When she can, [NAME REDACTED] catches an FSU (Florida State University) football game, swims at the gym or discusses the latest novel (and gossip) with her neighborhood book group. Family vacation activities include snorkeling reefs or visiting some of her favorite art museums — in the U.S. and abroad. She and Phil plan to retire in the Florida Keys and kick back in a hammock.

Born in Wilmington, NC, [NAME REDACTED]’s family moved to Florida when she was an infant. She spent her youth in Panama City, and attended FSU, where she received her B.S. in Communications, with an emphasis in Advertising.