

# Avalyn Q.

Greater Hartford Area, CT  
860-977-9408 • [fellowship@upotential.org](mailto:fellowship@upotential.org)



## PROFILE Talent Development | Broad HR| Business Development | Healthcare Sales

A dynamic, resourceful, team-oriented leader who thrives on the opportunities and challenges to drive stakeholders engagement and business growth on events by drawing upon 20-plus years of business foundation in the areas of talent/leadership development, sales, financial analysis, public accounting, and volunteer fundraising leadership. Recognized for the ability to create meaningful relationships while effectively collaborating with stakeholders at all levels of the organization to execute strategy, meet customer needs, and achieve/exceed goals.

## KEY SKILLS AND COMPETENCIES

- Strategic and Tactical Planning
- Business and Financial Acumen
- Verbal/Written Communication
- Customer Service Focused with superior listening and problem-solving

## PROFESSIONAL EXPERIENCE

### **Avalyn Quick & Associate, LLC, Talent Development, Business Consultant (10 years) Wilkes-Barre, PA**

Consulted with business and HR managers on strategies for recruitment, onboarding, and skill development.

- Conceptualized, developed and facilitated 1:1 coaching, small group training, and lunch & learn sessions to strengthen the individual's capabilities, leadership competencies, and team performance.
- For one client, conducted team building activities and created individual coaching strategies, which improved the senior leader's collaborative performance and increased the company's morale within a 9-month period.
- Advised over 20 startup business leaders accepted into the Kauffman Foundation's Urban Entrepreneur Partnership in Kansas City, MO. Worked with clients to develop various leadership and business operation skills. Monitored and documented feedback in the database. Presented client impact reports to management.
- Instrumental in helping to launch an in-house training program and the curriculum for developing the entrepreneur's skills and best practices. Projected to reduce operating expenses by 35% in the first six-months of implementation.

### **GLAXOSMITHKLINE (GSK), Territory Manager/Executive Sales Consultant (10 years) Kansas City, MO**

*Managed territory, generating annual revenue of \$2.5 million with a core of 450 healthcare system clients. Executed routine business plans to optimize sales opportunities, competitive activity and budget allocation.*

- Presidents Club -Leaders Edge Silver Tier Winner; Top 5% of Sales reps within the Midwest Region.
- Interim District Trainer to assist District Sales Manager in onboarding and training new sales representatives.
- Launched seven new products and demonstrated the product knowledge/competency to sell 12 products.
- Facilitated over 100 product training and educational in-services for key specialty healthcare clients.

### **BUTLER MANUFACTURING, Senior Financial Analyst, Internal Audit (3 years) Kansas City, MO**

### **THE PILLSBURY COMPANY, Senior Accounting Manager (2 years) Minneapolis, MN**

### **ARTHUR ANDERSEN, Experienced Auditor (3 years) Minneapolis, MN**

## COMMUNITY EXPERIENCE

### **Bucknell University's Parents Board of Directors, Career Advisory Committee, Current Lewisburg, PA**

### **National Foundation for Cancer Research, Bucknell FH Fundraiser Coordinator Lewisburg, PA**

- Planned/executed logistics for the annual field hockey Play 4 the cure event with the support of parent volunteers, coaches, alumni, and players, surpassing the goal by 186%.
- Received recognition by the foundation as one of the top ten fundraisers across the nation to raise money; implemented a first-time online donation page for supporters to give, and designed free raffle ticket.

### **Hartford Foundation, Catalyst Fund Member Hartford, CT**

**YMCA Board of Directors, Committees and Special Projects**

**Wilkes-Barre, PA**

- Annual Leadership Dinner Committee – spearheaded the revitalization of the signature event, increasing attendance, volunteer participation, and program funding. Led banquet contract negotiations. Secured 18%+ of total gifts received from corporate sponsors and individual donors.
- Pennsylvania Educational Improvement Tax Credit (EITC) special project for preschool and outdoor camp programs – worked with the executive director to develop a first-time, two-year strategy plan, which helped to identify and increase local business and regional corporation participation by 135% in 2014. Also, drafted annual EITC campaign letters and designed new brochures with the business development manager.

**Wyoming Seminary College Prep School, Annual Fund, Leadership Gift Volunteer**

**Kingston, PA**

- Worked with the Board of Directors, President, VP of Advancement, Director of Alumni Programs, and Deans to personally contact the identified parents, alumni donors, and prospective donors. Gifts received from the efforts of the committee were allocated toward the support of all academic programs, scholarships, and operations of the school.
- Recognized for achieving 90%+ of target donors who met the gift request of \$1K in 2012 and 2013.

**The Family Conservancy (Family Services) Advisory Board, Silent Auction Co-Chair**

**Kansas City, MO**

**Girls Scouts Council of SE Massachusetts, Advisor, Leading Women Dinner Fundraiser**

**MA**

**Science City at Union Station, New Site Planning and Membership Committees**

**Kansas City, MO**

**EDUCATION AND CERTIFICATION**

**B.A., Accounting and Finance** - Augsburg College, Minneapolis, MN

**Leadership Coaching, Professional Studies Master’s Degree** - Georgetown University, Washington D.C.

Facilitating Organizational Change Management - American Society for Training & Development

Hogan Leadership Series Personality Assessment - Performance Program, Inc.

Leadership Competencies 360 Degree Feedback - Performance Program, Inc.

**AWARDS**

YMCA Layperson of the Year – Wilkes Barre, PA,

Distinguished Friend of Girls Scouts – SE Massachusetts Chapter