

Kata K Bower

Bilingual Spanish/English

Tampa, Florida

305.775.1785

Katabower@gmail.com

Highly bilingual experience in communications, networking and relationship building throughout the Florida market. I have been a teacher, a principal and a sales rep for 10 plus years. I have the ability to connect with all walks of life, I am energetic and a self motivated and persuasive individual. I am a single mother, who has a ton of grit and willing to make things happen. Raised in Miami and now residing in Tampa, I am willing to travel extensively for work to accomplish the dreams of the Republican Party. I want to work with the Republican Party and do something that I am passionate about.

MEDICAL DEVICE SALES/BUSINESS DEVELOPMENT

Achieves top sales performance, builds new markets, and expands existing opportunities. Exceptional sales leadership skills with elite performance in the medical device field.

- Interventional Pain Management Sales
- Represents “First to Market” Medical Devices
- Target Account Penetration & Management
- Bilingual Spanish/English
- Clinical Sales Presentations & Training
- Capital equipment Sales

PROFESSIONAL EXPERIENCE

SURGERY PARTNERS

Director of Business Development / Sales

Tampa, Clearwater, St. Petersburg, Ft. Meyers, Gainesville

1/2021-Present

- Develop and maintain client relationships with the primary function of recruiting physicians.
- Work to increase Surgical case volumes.
- Convert Physicians to perform cases at Surgery Partners centers.
- Recruit and fill pipeline of new physicians to the surgery centers.
- Directs, establishes, maintains, and plans the overall territory strategy and goals.
- On-boarding Physicians into the surgery centers including preference cards, credentialing, packets, etc.
- Work with Senior Management to ensure alignment of company goals.

PRECISION ORTHOPEDICS / PRECISION BIOLOGICS

Distributor Sales Medical Surgical Products

2019-2021

Developed new markets and expanding upon existing product opportunities throughout the Territory. Targeting Orthopedic & Neurosurgery Physicians, Hospital Accounts, Ambulatory Surgery Centers & Physician Practices promoting Orthopedic Medical Disposable and Biologics Products.

- New Business Development
- Clinical Sales Presentations
- Account Management
- Target Orthopedic Account Penetration

- Successfully established account agreements with the two largest Healthcare Systems in West Florida

M-MEDICAL, LLC.

West Coast Florida Area Manager

2016-2019

Developing new markets and expanding upon existing product opportunities throughout the Territory. Targeting Hospital Accounts, Ambulatory Surgery Centers & Physician Practices promoting Biologics, Spine & Orthopedic Products and Medical Disposables.

- New Business Development
- Established large volume sales account with National ASC Physicians Group
- Clinical Sales and presentations in the Operating Room and physician offices
- Account management

2019-1/2021

DUNPHY DEVELOPMENT/ MUCCI DEVELOPMENT LLC. Sales & Retail Leasing agent

- Meet and connect with National and Local retailers.
- Network projects at local and national events.
- Create reports and lease.
- Met all State requirements for real estate license.
- Site selector for CVS and Public Storage Facilities West Coast FL.
- Member of Bergstrom Council.

Sales & Retail Commercial Leasing agent

Preferred developer for Publix Supermarket. Sold lease and commercial space in Florida.

SCHOOL DEVELOPMENT SERVICES, LLC. Educational Director

2012-2015

Active License

2005 - 2011

- Manage all aspects of the schools- hiring staff, marketing, purchasing and communications.
- Assist in site selection of schools.
- Responsible for coordinating events and fundraising throughout school year.

DOWNTOWN MIAMI CHARTER SCHOOL Dean of Students

- Responsible for school administrative duties.
- Provide staff and students with educational counseling.
- Developed strategies for interventions – IEP
- Followed protocol of Charter Schools USA

EDUCATION

Master of Science (MS) St. Thomas University Miami, Fl.

M.S. in Exceptional Students and Gifted Endorsed. Graduated Summa Cum Laude. B.A. in Communication and Psychology.