

Print

Application For Appointment/Reappointment - Submission #22469

Date Submitted: 4/17/2024

Name of Board or Boards for which you are applying:*

Sunrise Theatre Advisory Board

Name:*

Luann Gum

Home Address:*

232 Bermuda Beach Drive

City:*

Fort Pierce

State:*

FL

Zip:*

34949

How long at this address?*

6 years

If less than two years, provide prior address:

Are you a citizen of the United States? *



Yes



No

Occupation: *

Director of Market Access

Employer:*

BioReference Health

Do you own a business that operates within the City of Fort Pierce?*

Yes

No

If yes, list the address and nature of said business:

Do you now or in the future plan to do business with the City of Fort Pierce or the Fort Pierce Utilities Authority(FPUA)?*

Yes

No

If yes, in which organization and in what capacity?

Are you employed by a business that is located within the City of Fort Pierce?*

Yes

No

If yes, state the business and location:

Do you have special training or knowledge in the area of:

Engineering:*

Yes

No

Architecture:*

Yes

No

Real Estate Brokering:*

Yes

No

Finance/Accounting:*

Yes

No

Contracting:*

Yes

No

Land Development:*

Yes

No

Utilities:

Yes

No

Management:*

Yes

No

Describe your professional background and what expertise you will bring to this Board. (Attach your resume or other applicable information below if desired) *

Long time medical sales professional with a love of the arts! Have lived in Fort Pierce either part time or full time for 14 years and appreciate The Sunrise Theater for its dedication to Fort Pierce community. I would very much like to help keep this treasure going for years to come!

Are you currently a member of a Commission-appointed board/committee?*

Yes

No

If yes, please specify:

Have you ever been convicted of a felony?*

Yes

No

If yes, what was the nature of the crime(s) you were convicted of:

If appointed, are you willing to attend a training session which could last several hours?*

Yes

No

Referred by:*

Applicant Email Address:*

Date:*

Applicant's Signature:*

APPLICATIONS EXPIRE 6 MONTHS FROM THE DATE OF SUBMISSION. PLEASE REAPPLY AS OFTEN AS DESIRED.

For additional information, please contact the City Clerk's Office at 772.467.3065 or email lcx@cityoffortpierce.com.

Upload Resume (Optional)

LHG2024.docx

Luann H. Gum

232 Bermuda Beach Drive

Fort Pierce, FL 34949

Phone: 407.446.1646

E- Mail : luanngum7@gmail.com

Education

Bachelor Of Science – Materials Science and Engineering (5/1988)

North Carolina State University

Experience

National Director Market Access – (4/2022 – Present)

National Strategic Director -Point Of Care (3/2021-4/2022)

Area Director Clinical Sales (February 2018- 3/2021)

BioReference Laboratories – Fort Pierce, FL

- Worked with municipalities, major sports leagues and travel companies to set up Covid Point of Care testing sites nationwide
- Promoted from Area Director Clinical Sales- March 2021-Managed a team of 9 Sales Account Executives and Sales Service Representative across Central and Eastern Florida in clinical laboratory sales to include primary care, women's health,men's health and genetics
- Promoted from Regional Manager- February 2018
- Promoted from Clinical Technical Specialist - June 2016

National Business Development Manager (4/2014-8/2015)

HealthCare Support, Inc -Orlando, FL

Sales of clinical and non- clinical staffing and recruiting services to the market segments of managed care, pharmacy, revenue cycle management and providers nationwide.

- Promoted from Senior Key Account Manager- September 2014
- Negotiated agreements and contracted with 25 New Accounts

Account Executive (9/2006 – 4/2014)

Myriad Genetic Laboratories –Orlando, FL

Sales and Marketing of molecular diagnostic products in the oncology and surgical market. This includes selling genetic tests to the following specialties: Oncology, Radiation Oncology, Breast Surgeons, General Surgeons, Colon-Rectal Surgeons, General Surgeons, Gastroenterologists and Genetic Counselors.

- Top 20 sales award 2013 -17/120
- Area Achievement Trip winner 2013
- Area Medallion sales award 2009
- BRAC Product Advisory Committee 2013
- Product Advisory Committee (2008-2009)
- Exceed sales plan for each year employed

Senior Professional Sales Associate (2/1999-2/2006)

Sanofi-Aventis Pharmaceutical –Memphis, TN

Member of the Respiratory and Metabolism Sales Team. Successfully sold nine different products.

- Ring Award Winner 2000, 2002, 2004
- Over The Top contest Winner 2002
- Certified Field Trainer-2001

Area Marketing Director (7/1998-2/1999)

Sunrise Healthcare-Memphis, TN

Sales and Marketing of two skilled nursing facilities to area hospitals and physicians. Also responsible for the management of the Admission Coordinators in both facilities.

- Promoted to Area Marketing Director 11/1998

Marketing Representative (4/1996-1/1998)

Rehabcare Group-Dallas, TX

Sales and Marketing of outpatient physical therapy services, including the occupational medicine program to area physicians and industries.

- Increased Occupational Medicine client base over 200%
- Increased Emergency Physicians referral rate by 50%

Territory Manager (4/1995-9/1995)

Circon ACMI-Memphis, TN

Sales of endoscopic instrumentation and video systems to medical facilities, hospitals and physicians.

- Achieved 50% of yearly quota during second month

Senior Technical Sales Representative (7/1991-4/1995)

E. I. DuPont-Memphis, TN

Sales of X-Ray films, imaging equipment and electronic equipment to medical facilities, hospitals and physicians.

- Promoted to Senior Technical Sales Representative-8/1994
- Promoted from Private Practice Sales to Hospital Sales-9/1993

Account Executive (6/1988-7/1991)

Otis Elevator Company-Memphis, TN

Sales and marketing of maintenance and modernization products for Otis Elevator systems.

- Showed positive net gain for each year
- Exceeded sales plan for each year

