

Print

Application For Appointment/Reappointment - Submission #22581

Date Submitted: 7/16/2024

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

Fort Pierce Utilities Authority

Name:*

Jaimebeth Galinis

Home Address:*

1710 Plover Ave

City:*

Fort Pierce

State:*

FL

Zip:*

34949

How long at this address?*

10+

Telephone Number*

5617155317

If less than two years, provide prior address:

Are you a citizen of the United States? *

Yes

No

Occupation: *

Senior Dir of Customer Experience and Operations

Employer:*

Becton, Dickinson and Company

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:

ALG Homes, Inc - Property Management

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) *

I have worked with and for numerous organizations, large and small; including Office Depot Corporate Headquarters, MEDCO and currently work for BD a medical device manufacture. I enjoy working on development projects with diverse teams, researching, and applying knowledge to help make products and services better for the end users. I believe on the board I could use all these skills to help support FPUA, encourage communication platforms, and bring new ideas forward.

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

Yes

No

If yes, please specify:

Board of Adjustments

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:*

self-referred

Applicant Email Address:*

jaimegalinis@gmail.com

Date:*

7/16/2024

Applicant's Signature:*

Jaimebeth Galinis

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 lcox@cityoffortpierce.com.

Upload Resume (Optional)

Jaimebeth Vicidomini Galinis 2024.pdf

Highly skilled and dynamic professional with over 20 years' experience developing and implementing innovative operations and product development strategies to boost revenue and drive business growth.

Accomplished at successfully managing project logistics, campaign development, and operations strategies to achieve business revenue objective and profit goals. Proficient in training and mentoring teams in accordance with relevant regulations and policies to drive corporate objectives. Able to utilize communication skills to cultivate fruitful relationships with customers, staff, vendors and management which establish development and business opportunities. Adept at analyzing consumer and industry trends to promote informed decisions, strategic planning, and marketing success.

Areas of Expertise

- Staff Leadership & Training
- Sales & Marketing Strategies
- Operational Excellence
- Project Management
- Reimbursement Policies
- Forecasting & Budgeting
- Business Development & Integration
- Regulatory & Quality Assurance
- Financial Reporting & Management

Career Experience

BD (Becton, Dickinson, and Company)

2021 – Present

Sr. Director of Customer Experience and Operations

Oversee strategic direction and operational management of multi-site customer service team. Assess and review processes and procedures to identify growth opportunities, enhance revenue, and streamline operations. Recruit, train, and mentor staff to ensure development of technical knowledge, project management, and customer related skills. Collaborate with cross-functional teams to drive business goals and align client strategies. Supervise and generate key performance indicator (KPI) and initiative progress reports for executive management. Determine appropriate balance of outsourced and in-sourced staffing and support for all business units, considering specific business unit needs, seasonality, and SLAs for agency customers. Develop and implement training program and methodology for customer experience representatives.

- Additional responsibilities include all vendor negotiations, distribution management with 11 site 3PL provider, and providing support to external field selling resources located through the US

DeRoyal, Knoxville, TN

2014 – 2021

Director of Marketing & Product Development

Directed marketing and product development planning for domestic and international projects. Oversaw product conversion and development, stakeholder engagement, forecasting, and digital design. Supervised and reported on project progression to senior management. Developed and implemented product pricing and sales and marketing strategies to drive profitability and promote products. Established operational goals and collaborate with cross-functional teams to ensure corporate objective success. Analyzed trends, operational processes, healthcare reform acts, and PDAC options to ensure company alignment with guidelines and reimbursement structures.

- Accomplished successful HCPC code change for broad spectrum of wound and therapy devices, which led to millions in annual Ostomy profit increase.

Liberty Medical/Medco, Port St. Lucie, FL

2010 – 2014

Director of Marketing & Merchandising

Headed program logistics to ensure financial goal success. Designed and established consumer market communication strategies, programs, and budgets to drive profit objectives and identify business opportunities. Conducted strategic analyses of advertising and promotion activities, as well as financial, technological, and demographic trends to identify marketing opportunities and counteract competitor campaigns. Maintained portfolio approach to promote cost effective programs. Coordinated cross-functional collaboration by implementing internal communication strategies.

- Successfully boosted revenue by 40%, developed business, and decreased costs.

Office Depot, Boca Raton, FL

Senior Manager II, Online Marketing & Business Development, Commercial Division

2003 – 2010

2008 – 2010

Managed training and mentoring of 6-person team, as well as 25 additional resources. Created and implemented online marketing programs, reporting methods, and sales portal tracking systems to ensure operational efficacy and revenue goal success. Generated progression reports regarding online traffic, consumer behavior trends, advertising campaigns, and internet marketing links for tracking and ROI purposes. Established strategies to increase customer traffic, conversion rates, and ROI. Built trust relationships with vendors to promote business growth and market penetration.

- Strategically implemented innovative coupon systems, price increases, and new revenue streams promotions to ensure zero profit loss during recession and housing crisis.

Additional Experience

Senior Manager, Strategic Marketing & Business Solutions Division, Office Depot, Boca Raton, FL

Strategic Vendor Program Manager, Business Solutions Division, Office Depot, Boca Raton, FL

Insert Production Coordinator, Retail Division, Office Depot, Boca Raton, FL

Advertising Business Associate, Sports Nutrition Department, Rexall Sundown, Boca Raton, FL

Marketing and Public Relations Coordinator, Maritime Communications Network, Miramar, FL

Public Relations & Marketing Manager, All VideoNetwork.com, North Palm Beach, FL

Development Specialist, American Cancer Society, Boca Raton, FL

Education

Master of Science, School of Pharmacy, Temple University, Philadelphia, PA

Master of Business Administration, Operations Management, Florida Atlantic University, Boca Raton, FL

Bachelor of Arts in Political Science, University of Florida, Gainesville FL

Certifications

RAQA, Medical Devices, Temple University, School of Pharmacy

Business Administration, Southern Association of Colleges and Schools Commission on Colleges (SACSCOC)

Patents

Pre-Cut Wound Dressing (Helix Design), D912832

Pre-Cut Wound Dressing, D12831

Awards

2019 RFID Automation Winner

NPWT Management Automation

AIM Global