

Kelli Klement

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📍 Los Angeles, California

EXPERIENCE

Business Relations Clinical Manager

CellSound Aesthetics 04/2023 - Present Los Angeles, California

Medical Device Company

- Develop and execute strategies to build and maintain strong relationships with key clinical partners.
- Collaborate with the sales and marketing teams to identify opportunities for business growth and expansion through strategic clinical partnerships.
- Serve as the primary liaison between the company and clinical partners, facilitating effective communication, addressing inquiries, and ensuring mutual understanding of goals and objectives.
- Provide clinical expertise and support to internal teams, including sales representatives, product development, and marketing, to ensure accurate representation of products and services in the healthcare market.
- Identify areas for improvement in clinical operations and services, offering insights and recommendations to enhance efficiency and customer satisfaction.
- Conduct regular assessments of the effectiveness of clinical relations strategies and initiatives, and adjust approaches as needed to achieve performance objectives.
- Ensure compliance with all relevant laws, regulations, and industry standards pertaining to clinical operations and business relationships.

Registered Nurse

CirrusDX 10/2020 - 04/2023 Los Angeles, California

Medical & Diagnostic Testing / Laboratories

- Provide COVID-19 testing for entertainment industry productions and VIP house-calls by collecting specimens using a nasal swab.
- Work with a team of RN's, lab technicians and a COVID-19 safety team on each production to safely coordinate the testing of patients and ensure a safe working environment.
- Verify patient's identity, accurately label specimen and collect data pertinent to the patient's health or situation.
- Use communication skills to educate patients and create trust in RN to patient relationship.
- Adapt to unpredictable situations within the work setting.
- Train new hire RN's on swabbing, navigating a constantly changing schedule, and the everyday protocols.
- Travel around the United States to where the productions are filming for extended periods of time.

MISSION STATEMENT

As a nurse, improving the quality of patient's lives is highly important to me. I am persistent, determined, trustworthy, reliable and will work hard to bring value to your company. I connect with others using my excellent communication skills and engaging personality and form important, meaningful relationships. I lead by example and inspire others through clear and honest communication.

EDUCATION

Broadcasting, Programming and Production Certificate

Santa Monica College

09/2017 - 12/2018

GPA 4.0 / 4.0

Bachelor of Science in Nursing

University of Wisconsin - Madison

09/2010 - 05/2015

GPA 3.6 / 4.0

Global Health Certificate

University of Wisconsin - Madison

09/2012 - 01/2013

GPA 4.0 / 4.0

STRENGTHS

🗣️ Communication

I excel at speaking with others and learning about one another. I am engaging and trustworthy and from that create long-lasting, genuine relationships.

🖋️ Detail-Oriented

I pay attention to the small details and have the ability to remember them. I know it's the little things that affect the overall outcome and every piece along the way is important to me.

🔄 Resilient

I bounce back from any situation and do not let any misstep or bump in the road keep me from accomplishing my end goal. I stay positive and do not let any negativity consume my energy.

💡 Teaching

I am a successful and patient educator who enjoys helping others improve, enhance and balance their lives.

⚡ Confidence

I project self-confidence and enthusiasm and am more than certain about the abilities and skills that I have to offer. I am a natural-born leader.

EXPERIENCE

Registered Nurse, Nurse Manager, Sales Rep

Lüz Lounge 02/2017 - 10/2020 Santa Monica, CA
Medical Spa

- Consistently reach daily and weekly sales quotas and sell and upsell treatment packages and products to clients by building trusting relationships and understanding the buyer's wants and needs.
- Increase spa's patient volume by my patient's direct referrals and recommendations to see me as their nurse for treatments.
- Assess up to 20 patients a day and address their individual concerns and advise them on best course of treatment.
- Manage a team of twelve nurses and continue to work with them to improve individual performance, set sales goals and define their tasks.
- Certified to perform and train other RNs on the following procedures: IPL, ClearLift laser, laser hair removal, vitamin injections, and CoolSculpting.
- Maintain and audit spa's scheduling, inventory, and patient charting.
- Regularly collaborate with other team members on improvements to processes, policies, and protocols.

Speak For Yourself Intern

Fox Sports 10/2018 - 12/2018 Los Angeles, CA
Programming Division of Fox Broadcasting Company

- Searched, logged, and cut tape to find useful and relevant segments to air, including voice-overs, sound-bites, and images.
- Established a clear understanding of what it takes to produce a live show by attending early morning production meetings, training sessions and observing the various roles of the production crew.
- Aided in building content library by researching newly released clips and footage from players and teams using Dalet Digital Media Systems.

Podcast Host and Co-Producer

Flash Beauty Podcast 05/2018 - 09/2018 Los Angeles, CA

- Co-produced episodic series for Flash Beauty Podcast, created and designed episode topics.
- Researched and gathered content and useful information for the specific topic.
- Utilize expertise in aesthetics to create beauty, health and wellness related content and educate listeners with useful information they can apply to their daily lives.

Registered Nurse

UCLA Medical Center 09/2016 - 02/2017 Santa Monica, CA
Hospital

- Assessed patients prior to surgery, prepared for the surgical procedure and passed medical instruments to surgeon during operation.
- Planned and performed all tasks with a patient centered-focus and acted as a patient advocate while implementing total patient care.
- Prioritized effective collaboration and clear communication with surgical team to provide the highest quality of care.

Front desk, Administrative, Sales

Cyclepathic Fitness 09/2015 - 09/2016 Santa Monica, CA
Fitness Studio

- Provided exceptional customer service to create an enjoyable member experience, build customer loyalty, and increase referrals.
- Managed all customer communication, including greeting members upon arrival, responding to all incoming calls and emails, and all administrative tasks.
- Sold gym memberships, class packages and merchandise based on client's needs and goals.

HONORS & LICENSES

- ★ Registered Nurse: California State Board of Nursing, License # 95095695
- ★ Registered Nurse, New York State Board of Nursing License #819864
- 🎓 Dean's Honors List- UW Madison - School of Nursing - Fall 2011, Fall 2012, Spring 2013, Fall 2014
- 🏆 Honor's Society of Nursing Sigma Theta Tau International member

SKILLS

SKILLS & SOFTWARE

Sideline reporter Interviewing

WordPress

Operating/reading teleprompter sales