

Kim Simpson

Genuine People Connector

📞 770.539.5232 @ simpsonkim2499@gmail.com 📍 Jasper GA



EXPERIENCE

Regional Manager, Client Relations

Cancer Treatment Centers of America 2019 - Ongoing

- Cultivated relationships driving referral growth by 54%
- Led business development initiatives increasing revenue by 34%

Market Researcher

Tring Museum 2015 - 2017

- Organized fundraising events, Gala Balls and collections
- Managed projects conducting research and analyzing market conditions to enhance revenue performance

Director, Marketing & Sales

Vantage Oncology 2009 - 2015

- Directed team of managers developing \$1M marketing budgets for 7 business units exceeding annual targets
- Created, coordinated and executed marketing initiatives including collateral material creation and distribution, website design and maintenance, educational seminars and workshops, events and conventions, and managed media advertising

Manager, Marketing & Sales

Atlanta Center for Reproductive Medicine 2007 - 2009

- Generated \$24M revenue through training and client support gaining 30% market share
- Designed client segmentation strategy, formulated B2B and B2C programs, created effective marketing channels, and consistent branding initiatives

LEADERSHIP EXPERTISE

Training & Development



Public Speaking



Customer Engagement



Client Relations



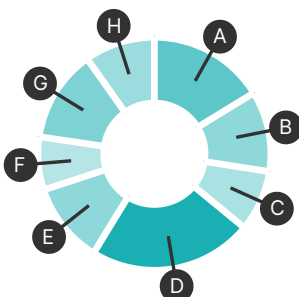
Facilitator



Event Management



MY TIME



- A Family
- B Friends
- C Volunteer
- D Collaborating with Team
- E Tennis & Pickleball
- F Astronomy
- G Reading and Learning
- H Helping people find their home

STRENGTHS

★ Problem Solving

18+ years of researching information, analyzing data and influential decision making

👥 Leadership

20+ years of leading teams, training clients and driving business results through people performance

📈 Strategy

15+ years building capacity, planning processes and leading implementation projects

🗣️ Communication

18+ years of actively listening to people and facilitating training - plus living abroad

VOLUNTEERING

Committee Leader

Grief Support

Volunteer

Special Olympics

Fundraiser Leader

Rennie Grove Hospice

Leadership Council

American Cancer Society

Volunteer

Alzheimer's Cafe

EDUCATION

Bachelor of Arts - English

Clemson University

CERTIFICATION

Licensed Real Estate Agent

FIND ME ONLINE

in kim-simpson-512a142