

Jesse Jones

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Education:

Texas State University

Bachelor of Education

Master of Educational Administration

Palo Alto College, San Antonio, TX

Adjunct Professor Taught Educational and Business Courses (1995-2000)

- Courses taught include Macroeconomics, Managerial Economics, and Health Economics.
- Creating a curriculum based on the best knowledge in the field
- Course specialty; intro to business, leadership management, business administration, sales & marketing, business law, and all classes under human resources umbrella.
- Create weekly lectures and facilitate in classes
- Deliver class lectures through power point, video, and role playing
- The class consists of a diverse population of traditional students, working adults, and students.
- Course focus; economics, accounting, entrepreneur, human resources, marketing, management, business law and global business.
- Encourage complex thinking, participation, and discussion by all students.
- Quickly identify and address problems with course content or technology.
- Leading online discussions of the course material via forums and web chat.
- Evaluating student papers, projects, tests, and other assessments.

ASPCares, Inc.

Regional Director (Oct 25, 2020-Present)

Responsible for Managing Performance (sets and manages goals, communicates expectations, evaluates performance). Implement performance improvement plans or termination activities,

when necessary, in conjunction with HR. Communicates expectations and standard of performance. In partnership with the Territory Leadership team, develop and execute a Territory operational plan to achieve and exceed short- and long-term business, people, and financial objectives, including ownership of the P&L for region. Implement all dimensions of marketing strategies on regional level through effective management of all resources in order to meet quarterly and yearly company sales objectives. Develops benchmarked reporting that effectively tracks progress toward all executive recruitment and corporate relations goals. Provides weekly progress reports to Leadership. Provide learnings and feedback to HQ, Territory Leadership, Regional team, and direct reports to improve processes and performance. Identifies internal and external opportunity then develops and executes a detailed strategic plan to meet executive recruitment and corporate relations objectives

Fidia Pharma

US Specialty Sales Representative (June 11, 2018- 2020)

Responsible for the promotion and selling of Fidia Pharma's Visco-Supplementation Products (Hyalgan Sodium Hyaluronate) which is indicated for the treatment of pain in Osteoarthritis (OA) of the knee in patients who have failed to respond adequately to conservative non-pharmacologic therapy or simple analgesics. My target marketplace includes Corpus Christi, Laredo, and the Rio Grande Valley.

Bristol-Myers Squibb Company

Senior Virology Representative (July 1997 – October 6, 2017, Retired) (February 2006 – October 6, 2017)

Responsible for the promotion and selling of Bristol-Myers Squibb Company's virology product brands to Infectious Diseases Physicians who treats patients infected and affected with HIV/AIDS. My area of responsibility includes San Antonio, Austin, Corpus Christi, and the Rio Grande Valley marketplaces. (July 7, 1997 – February 2006)

Responsible for the promotion selling of Bristol-Myers Squibb Company's CV/Met products to cardiologists, neurologists, endocrinologists, and internists that treat patients with cardiovascular/diabetic diseases, which include San Antonio and Austin marketplaces. Additional Support Helped the HIV/STD community clinics and doctor offices with their health education team provides effective prevention services for a wide range of audiences. Programs and classes were free and available in English and Spanish. I created a Parents Matter program helps parents become better health teachers for their children, to protect them from the negative outcomes of unhealthy sexual behaviors. The five sessions (2.5 hours each) build parents' knowledge and skills so they can better communicate their personal values about sex to their children. This program also provides current STD information that can be shared with family members and helps parents develop strategies to help children understand sexual messages in the media.

Glaxo Pharmaceutical Company

Executive Sales Representative (November 1990 – July 1997)

Responsible for the promotion and selling Glaxo's antibiotics and respiratory pharmaceuticals to both physicians and pharmacists in hospital and retail marketplace in Southeast San Antonio Territory, which include Del Rio and Laredo, Texas. Nutritional Support Helped educate patients, nurses, pharmacies, and doctors on respiratory failure that have a unique nutritional needs and considerations. Those with acute respiratory failure from primary lung disease may be malnourished initially or may become malnourished from increased metabolic demands or inadequate nutritional intake. Showed them showed how malnutrition can impair the function of respiratory muscles, reduce ventilatory drive, and decrease lung defense mechanisms. Held in services with clinicians on how they should consider nutritional support and individualize such support to ensure adequate caloric and protein intake to meet the patient's respiratory needs. Patient and Family Education I provided appropriate education to the patients, nurses, pharmacies, and doctors to promote adherence with treatment and help prevent the need for readmission. Explain the purpose of nursing measures, such as turning and incentive spirometry, as well as medications. Helped nurses at discharge, teach patients about pertinent risk factors for their specific respiratory condition, when to return to the healthcare provider for follow-up care, and home measures they can take to promote and maximize respiratory function.

Marion Merrell Dow

Medical Sales Representative (June 1985 - November 1990)

Responsible for promotion and selling of Marion Merrell Dow OTC and prescriptions pharmaceuticals to both physicians and hospitals in the South Texas marketplaces, which includes Corpus Christi, Laredo, and Del Rio, Texas. Patient Education Helping Patients Help Themselves (Conducting Smoking Cessation Programs) As a healthcare professional I had to be a most valuable ally in stroke treatment and prevention is the patient. I worked closely with the American Heart Association/American Stroke Association who offers me a wide range of patient information, tools and resources that helped me with the following activities:

- information for caregivers of stroke patients
- recurring event reduction support
- stroke support group information
- Stroke Connection magazine
- patient information sheets and brochures
- patient logs and trackers
- personal stories from heart failure survivors
- heart failure e-newsletter

Harlandale ISD

Special Education Teacher/ Assistant Principal (August 1979 – May 1985)

GENERAL RESPONSIBILITIES Under the direction of the school principal, as a special education teacher I planned and provided for appropriate learning experiences for students with disabilities in a variety of educational settings. In this position I was responsible for creating a

flexible program and learning environment that provides specialized instruction for students with disabilities, such that the students benefit from the general education curriculum to the greatest extent possible when supported with supplemental aides, accommodations, and other needed supports. ESSENTIAL TASKS • Provide direct and indirect instructional support to students in a positive environment. • Employ special educational strategies and techniques during instruction to improve the development of sensory- and perceptual-motor skills, language, cognition, and memory. • Instruct students in academic subjects using a variety of techniques such as phonetics, multi-sensory learning, and repetition to reinforce learning and to meet students' varying needs and interests. • Teach socially acceptable behavior, as determined by the students' individualized education programs (IEPs) by employing techniques in an overall positive behavioral support system. • Modify the general education curriculum for students with disabilities based upon a variety of instructional techniques and technologies. • Plan and conduct activities for a balanced program of instruction, demonstration, and work time that provides students with opportunities to observe, question, and investigate. • Establish and enforce rules for behavior and procedures for maintaining an environment conducive to learning for all students. • Meet with parents to discuss their children's progress and to determine priorities for their children and their individualized educational needs. • Confer with parents, administrators, testing specialists, social workers, and other professionals to develop individualized education programs (IEPs) designed to promote students' educational, physical, and social/emotional development. • Maintain accurate and complete student records and prepare reports on children and activities, as required by laws, district policies, and administrative regulations. • Establish clear objectives for all lessons, units, and projects and communicate those objectives to students. • Develop plans for effective communication, monitoring, and follow-up of students in inclusive classroom settings. • Provide crisis intervention, as needed, for students and those in inclusive classrooms. • Assist in collection of data for providing appropriate classroom interventions. • Serve as a member of a multidisciplinary team as appropriate. • Assist in preparation of data for local, state, and federal reports. • Maintain professional competence by participating in staff development activities, curriculum development meetings, and other professional opportunities. • Perform related work as required.

United States Air Force

(Vietnam Era Veteran) Lackland AFB, HQ Basic Military Training, San Antonio, Texas Chief Orderly Department, Manager (1974-1978)

Performs functions related to the conduct of both safety and disaster preparedness programs; conducts safety programs; surveys areas and activities to eliminate hazards; analyzes accident causes and trends; trains personnel to accomplish the primary mission under the handicaps imposed by enemy attack or natural disaster Prepares documents required to account for and disburse funds, including budgeting, allocation, disbursing, auditing, and preparing cost analysis

records. Prepares correspondence and statistical summaries; arranges priority and distribution systems; maintains files; prepares and consolidates reports and arranges graphic presentations.

CORPORATE LEADERSHIP AWARDS AND RECOGNITIONS (1985-PRESENT)

(Merrell Dow and Glaxo Pharmaceutical Awards 1985-1997)

Rookie of the Year
Award District Leadership Award
Region Leadership Award
HEB "Pharmaceutical Vendor of the Year" Award*
President's Club Award Trip*
District Leadership Award
President's Club Award Trip*

(Bristol-Myers Squibb Company Awards (1997-2017)

CV District Leadership Award
District Trainer, San Antonio District
Plavix Victory in Venice, Italy Trip Contest Winner Trip *
Presidents' and Vice-Presidents' AwardperQs Contest
Pinnacle Award Award Trip*
Pravachol Go-For-Two Contest
CV District Leadership Award
BMS CV Vision Award*
District Trainer Award
Hospital San Antonio Plavix High Definition Selling Contest 1st Wave
Plavix High Definition Selling Contest 2nd
Wave HIV District Leadership Award
N-Tag Contest Winner
Plavix HIV District Leadership Award
Best Performer Cobos San Lucas Mexico Trip*
Beat Aids, Inc. Friend of the Community Award (Community Award)
BMS HIV Living the Mission Award*
HIV District Leadership Award Cultural Ambassador
National Lead Valley Aids Council, Inc., Award (Community Award)
District Trainer Award
Texas HIV Division National Lead on TOC Best Practices
BMS Living the Mission Award
2nd Time Top 5 Territories in West Region HIV IC Contest Winner
National Evotaz Volume Lead Award Winner #1

National Rank in Evotaz New Drug H1-2015
Beat Aids, Inc. Jewels of Purpose Diamond Award (Community Award)
Westbrook Clinic Community Award (Community Award)
BMS West Region Ambassador Award

ELECTED TO AND SERVING ON COMMUNITY BOARDS (1978-2016)

Stinson Vocation School- Board (1978-1985).
Roseville Senior Apartments- Advisory Board (1980-1990)
Northside Independent School Board of Trustees (1990- 1996) *Public Official Position
American Heart Association- Advisory Board (1996-2000)
American Lung Association- Advisory Board (1990-1997)
Incarnate Word University- Education Board (2010-2016)
Federal Bureau of Investigation (FBI) Citizen Council- Alumni (2005)