

# JAMIE MARIE FARRILL

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270 Legends Trace, McDonough, GA

## PROFESSIONAL SUMMARY

- Offering a background in formal education and experience in management, sales, merchandising, product management, purchasing, report analysis, compliance, verifications, lean daily management and implementing policies & procedures.
- Strengths include excellent organizational, time management, leadership, and problem solving skills. highly motivated, self-starter, with team player abilities.
- Able to easily establish and maintain effective business, supplier & customer relationships.
- Proficient in Microsoft applications (Word, Excel, PowerPoint).

## PROFESSIONAL EXPERIENCE

**Senior Product Manager** (Jul 2014 – Present)

ENCOMPASS GROUP, LLC, McDonough, Georgia

- Manage the Healthcare Bed and Bath portfolio and life cycle; products include bedding, terry, incontinent care, surgical room flat goods, and environmental services sold into Health Care (Acute Care/Extended Care/Laundry Market). A portion of portfolio is classified as medical devices. Annual sales approximately \$50 million.
- Responsible for delivering business value to drive sales, improve efficiency, and improve customer satisfaction
- Collaborate with Engineering, Purchasing, Quality, Compliance, Customer Service, Sales, Marketing and Planning departments to ensure effective product management
- Work with domestic and international suppliers on product specifications, development and product modifications
- Evaluate product mix to reduce redundancy and drive strategic objectives for the portfolio

**Purchasing Manager** (Jan 2008 – Jul 2014)

ENCOMPASS GROUP, LLC, McDonough, Georgia

- Managed the purchasing for Apparel, Terry, Incontinent, Bedding, and Laundry Support Services portfolios for the Health Care/Laundry Market from suppliers located in North America. Annual supplier purchases total approximately \$30 million
- Traveled to suppliers to improve product quality and performance as well as product development, both domestic and international.
- Managed Joint Venture relationship with MIP, Inc. located in Montreal, Canada.

**Marketing Manager** (Nov 2005 – Dec 2007)

ENCOMPASS GROUP, LLC, McDonough, Georgia

- Managed Bed and Bath Portfolio for the Health Care/Laundry Market.
- Traveled to suppliers to improve product quality and performance, both domestic and international
- Worked continually on product development for new products and modifications
- Monitored product sales and eliminated non-profitable products.
- Provided product support to Sales and Customer Service Representatives
- Created marketing materials to aid Sales Representatives in the field

## EDUCATION

MERCER UNIVERSITY, Atlanta, Georgia

**M.B.A., Marketing Concentration** (May, 2006)

G.P.A. – 4.0

MERCER UNIVERSITY, Macon, Georgia

**B.B.A., Business Administration**, (August, 2002)

Cumulative G.P.A. - 3.57 (Pre-Med), Major G.P.A – 3.89

