

Alex Jarvis

Summary

Global Sales & Marketing Management, P&L & General Management, Business Development, Cosmetic Practitioner/Training

Prefers to work in a dynamic environment with a “hands on” approach and close contact with customers and key decision-makers. Work experience and education to date gained sound working knowledge within the medical industry. Excellent communication skills and a high level of self-motivation, Well organised, tenacious and totally committed to career.

Specialties

Global Sales & Marketing Management, P&L & General Management, Business Development , Business Risk Management , Corporate Strategies, Trusted Business advisor ,Start Up companies, Bio-tec companies, Business Mentor, Cosmetic Practitioner. Advertising strategy. Email Marketing, Creative Direction & Design, Strategic Planning.

Experience

Director/Owner -Cosmetic Practitioner

Vanillaesthetics

Medical Practice industry

March 2005– Present (6 years 2 months)

Consultancy services in Marketing and Management . Cosmetic Surgery Consultation service

Cosmetic Practitioner/Training

Business Risk Management

Trusted business Advisor

Business Mentor

Global sales and Marketing Management

Global HIV/AIDS Corporate Strategist Contura

Mondeal Aesthetics Corporate Strategist

Distributor Medical Devices

Director Microequities Pty Ltd

Privately Held; Investment Management industry

January 2005– February 2007 (2 years 2 months)

Microequities Pty Ltd holder of Australian Financial Services Licence (AFSL) number 287526 was established to research ASX listed Microcap companies and are possibly the only investment research house in Australia solely focused on researching Microcap companies. Microequities provides in-depth investment analysis on Australian Microcap Companies. www.microequities.com.au

Managing Director Mentor Medical Systems (Aust & NZ.) Pty. Ltd., (J&J)

Medical Devices industry

January 2000– 2004 (4 years)

Mentor Corporation (J&J) is a leading supplier of products to physicians, hospitals and clinics engaged in plastic surgery and aesthetic medicine.

Assist Sales and Marketing process to achieve overall Sales/gross profits in accordance with financial goals agreed by Directors.

Act upon the objectives and guidelines determined by the Board to ensure the ongoing profitability of the company.

Director of Sales and Marketing (Aus & NZ)

Device Technologies Australia

Privately Held; Medical Devices industry

July 1993– January 2000 (6 years 7 months)

Device Technologies is a major supplier of leading edge medical equipment and consumables to hospitals and healthcare professionals throughout Australia and New Zealand.

As an independent company able to source and supply the most technologically advanced medical devices and to support these with professional services and training.

National sales and Marketing Manager/General Manager IVAC Corporation : Public Company CFN

Phoenix Medical/E.I Lily

Medical Devices industry

May 1990– July 1993 (3 years 3 months)

Phoenix Scientific /Medical the largest supplier of Medical Devices and implementation of Capitol Equipment to Hospitals.

IVAC fluid delivery systems , Infusion pumps, syringe pumps. Tympanic thermometers, Patient controlled Analgesic pumps.

Hospital Product Specialist (SYD)

Becton, Dickinson and Company (Australia)

Public Company; BDX; Medical Devices industry

November 1986– May 1990 (3 years 7 months)self explanatory
Large portfolio of medical devices and consumables .

Education

Australian Institute of Management

BMC, Business Management /Leadership/Finance

1990 – 2000

Executive & Career Coaching

From Performance Appraisal to Performance Management,

Verbal & Presentation Skills

LET, Leadership Effectiveness Skills

Finance

Business Management Certificate

Certificate in Leadership

Mercuri Management Course “SMART” (Sales Management Achieves Results and Targets)

Managing Interpersonal Relationships

Marketing Management Certificate

Activities and Societies: MIAA AIM

University College London, U. of London

RGN, BSC,, NNEB, RSH.

1982 – 1986