

TIFFANY BUTLER

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Capture and elevate partner potential with over 20 years of experience as a licensed aesthetician, former Medspa owner, and advanced educator.

EXPERIENCE

JUNE 2023 – CURRENT

TERRITORY BUSINESS MANAGER, IS CLINICAL

2024 Award Winner for Highest Revenue Increase for my territory with a 38% growth YOY, utilizing my strengths of understanding both the technical and financial buyers' needs and offering solutions.

FEB 2022 – MAY 2023

BUSINESS DEVELOPMENT MANAGER, ALUMIERMD

Emerging brand of medical grade skincare, 22 new openings of physician led clinics, last 5 months 107% to goal average, with 65% reorder rate and KOL relationships. An effective strategy of direct and social media channels.

OCT 2020 – FEB 2022

EDUCATIONAL SALES CONSULTANT, RA CLINICAL

Consulted on product rebranding, education, and marketing plans while growing the NE territory by 35% YOY during a vulnerable market state. Contributed science-based articles for their industry magazine.

FEB 2019- JULY 2020

ACCOUNT EXECUTIVE, OSMOSIS MD

Managed northeast region and drove sales for cosmeceutical/nutraceutical/device company. Opening average \$6K, 40 day opening cycle, under 45-day reorder rate and implementation of robust portfolio.

MAY 2017- FEB 2018

ADVANCED CLINICAL PARTNER, HOLOGIC -CYNOSURE DIVISION

Clinical Educator for practical training of medical staff for cosmetic laser device to ensure safe treatment with optimal outcomes. Support of sales staff and ASM's for higher volume of consumables.

JULY 2013 – JAN 2017

TERRITORY MANAGER & EDUCATOR, IMAGE SKINCARE

High buy back rate for brand replacement in prestigious luxury resort, multi-location franchise and med spas with 33% YOY, top sales rating and plan fulfillment. Successful educational and sales events.

PRACTICAL SKILLS

- Clear, Concise Communication
- Adaptability and Comprehension of Market Trends vs. Fads – use of AI tech
- Writing, Copy Editing and Speaking with High Comprehension of Skincare Science
- Connect and Create Brand Loyalty
- NetSuite, ZD, SForce, Concur, MOffice, Motus, Expensify, PayCom Trained