

ZANETE VASYLYNYN - BSS, CP, MBA

Regional Director, Operations Manager

(239) 300-5552



Zanetey@gmail.com



Naples, FL



SUMMARY

High performing Regional Director with over a decade experience in healthcare, hospitality, sales, and marketing, driving high-performing teams to surpass goals. Proven in strategic development for sales growth and premium service delivery. Guides large teams with a focus on efficient planning, fostering a positive growth culture. Sets consistent expectations, collaborates closely with internal stakeholders, and excels in business analytics for forecasting growth opportunities. Strong interpersonal and communication skills for effective leadership and motivation. Strong ability to multi-task, use personal judgment, utilize strong decision making with high attention to detail.

PROFESSIONAL EXPERIENCE

Regional Director Glow Medical Spa | 2023 - Present

Lead strategic initiatives to optimize organizational efficiency and drive substantial revenue growth, resulting in six-digit profits monthly. Oversee large teams, foster collaborations and align efforts with overarching business objectives. Utilize data-driven insights, by implementing cost-effective solutions to maximize profitability and contribute to the remarkable financial success of the business. Achieve sales targets by spread-heading market strategies. Develop and implement retention strategies to manage employee turnover, engagement, and productivity by developing culture of recognition and support with competitive compensation structures and engaging incentives. Ensure facilities meet brand standards and create a welcoming environment. Support staff in conflict resolutions. Manage local clinic performances through ownership of P&L results. Proven track record of driving sales Key Performance Indicators through coaching performance behaviors and exceeding sales and profit targets. Develop data strategy and roadmap. Oversee end-to-end execution (data pipelines, define core KPIs, QC output, etc.). Analyze division customer trends and plans and executes on activities to achieve sales goals. Analytical acumen, ability to analyze reports, look at large data sets, and make data driven decisions. Analyze the competitive landscape at-scale and understand strategies and actions of key players.

Operations Manager Aspen Dental | 2017-2023

Daily Business Operations Management. Engage, coach, develop, and motivate a cross functional high performing team of health care professionals, client service staff and business partners towards collective clinic goals. Lead a selling culture within the clinic through building customer loyalty, fostering long term relationships. Manage in clinic service revenue, employee productivity. Patient treatment acceptance over 75%. Ledger and accounting system management and analysis strategies. Staff resource management to maximize sales and office flow and patient engagement. Follow up on the latest regulations and updates, HIPAA and OSHA standards. Ensuring records security. High patient satisfaction ratio. 100% balance collections. Continuously ranking in top 50 most successful offices.

Spa Associate Hilton Marco Island | 2015 - 2016
Dental Assistant | 2013 - 2015
Fine Dining Waitress | 2012 - 2014
Restaurant Manager 2008 - 2014

EDUCATION

Florida Gulf Coast University <i>Masters Degree in Business Administration</i>	2023 - 2025
Florida Gulf Coast University <i>Associate in Certified Paralegal</i>	2015 - 2016
Riga Stradins University <i>Bachelors in Sociology</i>	2010 - 2014

SKILLS

Business Development ~ Account Management ~ Product Integration ~ Contract Negotiations ~ Global Relationships ~ Regulatory Compliance ~ Sales Team Training ~ Data Analytics & Reports ~ Budgeting and Forecasting ~ B2B Sales ~ Payroll ~ Human Resources ~ Strategy Development ~ Visionary Leadership

TALENT CARD



[HTTPS://RESULTS.TALENTBAN
KONLINE.COM/RM/P/CARD?
O=N5W3VHVUAPW=MZA2NDY
3MZA=&C=6433&P=508](https://results.talentbankonline.com/rm/p/card?O=N5W3VHVUAPW=MZA2NDY3MZA=&C=6433&P=508)

+ Courage

INFLUENCE ▼

Willingness to take a stand, take the lead, or voice one's concerns - You stand up for what is right without hesitation, even if it is the more difficult thing to do. As a natural leader, you take a proactive approach to getting things done.

+ Expectation

DRIVES & VALUES ▼

A keen desire to be the best compared to others - You compare yourself to others to ensure your standards and results are higher. To you, true success is realized when the team is number one.

+ Structure

WORK STYLE ▼

Organized, detail-oriented and focused on perfection - Orderly, timely and perfectionistic are words that likely describe you well. You have a certain high standard to which you and your team must adhere to ensure the desired outcomes are achieved.

+ Problem Solver

THOUGHT PROCESS ▼

Understands and can effectively solve complex problems - The more complex the problem, the better you are. With an open-mind, you easily spot areas for improvement or change that can significantly impact the likelihood of attaining positive outcomes.

+ Developer

PEOPLE ACUMEN ▼

A passion for coaching, mentoring and developing others - Investing in others is something that you do naturally, as often as you can, knowing its positive impact on outcomes. You often base your success as a leader on how successful your team is.

ABOUT ME

I bring a proven track record of delivering exceptional business development and management skills. In previous roles, I consistently exceeded customer expectations through personalized service and maintained a positive and efficient work environment with colleagues. I am eager to contribute my skills and passion which have lead me to succeed professionally throughout the years.

I am committed to learning and growing, constantly seeking new challenges to expand my skills. I approach each opportunity as a chance for personal and professional development, thriving on the journey of continuous improvement. My proactive mindset and adaptability have been key assets in navigating diverse environments. I am excited about the prospect of leveraging every experience to contribute meaningfully to my ongoing growth.

I am actively involved in my local community. I'm proud to be an active member of the School Advisory Council Board, where I play a crucial role in decision-making processes that directly impact the educational experience of our students. My commitment to this board reflects my dedication to fostering positive changes within our local schools.

I'm also passionate about contributing to the broader well-being of our community. Being an active participant in various community initiatives allows me to make a positive difference in both educational and communal spheres. I believe in the power of community engagement and strive to create a meaningful impact in the areas that matter most to us, they art of giving back to society.

Achieving a fulfilling work-life balance has been paramount in my life, allowing me to savor precious moments with my two children and supportive husband. By strategically managing my professional commitments, I've created ample space for quality family time, fostering strong connections and creating lasting memories. Our shared adventures, both at home and through travel, serve as a testament to the importance of balancing career aspirations with the joys of a harmonious family life.

Success is not just a destination but a journey, fueled by relentless determination and an unwavering belief in the extraordinary possibilities within every step you take.

Sincerely,

Zanete Vasylynyn