

DEVAI PEARCE

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Strengths

- **Highly Effective B2B Relationship Builder and Problem Solver.**
- **Excellent Communicator (from writing to public speaking).**
- **Strong Leadership and Management Skills.**

Experience

McKesson Corporation

March 2003 – Aug. 2005

Account Manager

- Earned “On-the-Spot” Award “In Outstanding Performance that Support s ICARE Culture” for exceptional work in resolving customer issues at this Fortune 16 company. (Oct. 2003)
- Effective problem solver with company Directors, CFO’s, CEO’s, and other executives.
- Drives sales revenue by identifying and satisfying customer needs.
- Lease Contract Negotiator.

Rolling Thunder Down Home Democracy Tour

Feb. 2002 - April. 2002

Volunteer Coordinator

- Successfully recruited and managed 300 volunteers for a 6,000-person event.
- Wrote public service announcements for the media to promote event.
- Planned & implemented event logistics as member of the steering committee.

Apple Computer, Inc.

Feb. 2001 - Dec. 2002

Financial Services Specialist, Accounts Receivable

- Made approximately 50 to 100 outbound collections and service-related calls per day.
- Implemented effective collections strategies by creating and maintaining positive and courteous business-to-business relationships.
- Received award for “extraordinary contribution to the reduction of past due receivables.”

NatalChart.com

Entrepreneur/ Small Business Owner

Feb. 2001- March 2004

- Operated an e-commerce business at <http://www.natalchart.com>.
- Increased sales by advertising on various search engines.
- Created site content and provided quality customer service.

Janus Mutual Funds

Registered Sales Representative, Investor Service

Oct. 1998 – Dec. 1999

- Provided investment guidance by identifying customers' needs, selling them the Janus way of investing, and matching them to the correct investment "vehicle".
- History of exceptional customer retention.
- Obtained Series 6 and Series 63 investment licenses.

The University of Texas

Bachelor of Journalism, 1998

Education

- Wrote an article on leadership for company newsletter.
- Volunteered as floor leader for recent charitable giving campaign, and developed “marketing collateral” that was used by several other floor leaders to promote giving.
- Served as Treasurer of the McKesson Toastmasters public speaking club.

Additional McKesson Involvement

- Member of *Bay Area Texas Exes*, a University of Texas alumni organization.
- Member of *The Commonwealth Club* of San Francisco.
- Member of *Toastmasters International*

Special Interests

