

Form Name:  
Submission Time:

Citizens Commission  
February 14, 2019 1:18 am

Name	Morgan Sessoms
Address	<div></div> <div></div>
Phone	<div></div>
Email	<div></div>
Citizenship Affirmation	I am a U.S. Citizen
Residency Affirmation	I am a resident of the Commonwealth of Massachusetts
Statement of Intent	I intend to comply with and advance the policy established by this Act.
Statement of Interest	<p>Thank you for the opportunity to submit my application and express my interest in serving on the Citizens Commission.</p> <p>I support the stated mission and desire to advance the policy established by this act, and I hope to have the opportunity to participate in the discourse and actions to advance its policy and well-intentions in the state of Massachusetts.. I firmly believe that my professional and personal experiences will allow me to contribute in an informed, meaningful, and productive way. I appreciate your careful consideration of my qualifications, and it would be an honor and privilege to serve on this commission, if so selected.</p> <p>Respectfully,</p> <p>Morgan Nicole Sessoms</p>
Résumé or Summary of Qualifications Upload	<a href="https://s3.amazonaws.com/files.formstack.com/uploads/3282862/71887710/477912889/71887710_morgan_sessoms_citizen_commission_2_14.pdf">https://s3.amazonaws.com/files.formstack.com/uploads/3282862/71887710/477912889/71887710_morgan_sessoms_citizen_commission_2_14.pdf</a>
Political Party Affiliation, if any, over the previous five years	Democratic
If multiple or other, please explain	I am currently registered as unenrolled as of Fall 2018
City or Town where you reside	PEABODY
Employment Status	Employed
Occupation	Assistant Boutique Manager, Model, and Actress
Employer	Indique

**EDUCATION**

**MBA, Health Sector Management**, Boston University, Graduate School of Management – Boston, MA 2013

- ▶ Concentration in Strategy and Business Analysis
- ▶ MBA Consulting Projects: Out of Hospital Market Landscape," a medical device market assessment for Philips Healthcare patient monitors; Sales operations assessment for Artaic Innovative Mosaic

**BA, Behavioral Neuroscience, Pre-Medical Studies**, Barnard College, Columbia University – New York, NY 2006

- ▶ Recipient of Trust Entrepreneurial Summer Internship Award
- ▶ Research Assistant, New York State Psychiatric Institute; Thesis Titled: "Expression of Preference and Potentiation: Possible Markers for Social Bond Formation in Rat Pups (*Rattus Norvegicus*)"
- ▶ Columbia University Women's Varsity Swim Team, member 2002-2004

**PROFESSIONAL EXPERIENCE**

**Assistant Manager | Indique** July 2018-Present

- ▶ Maintain inventory accuracy and shrink rate within company standards by regularly following up with operations and executing initiatives as needed.
- ▶ Daily financial reconciliation/reporting and deposits
- ▶ Manage the day to day operations of the Boutique.
- ▶ Write and contribute articles and blog submissions to company's online magazine, Fluff.

**Style Advisor | Saks Fifth Avenue**, Modern Collection-Boston, MA October 2016-August 2018

- ▶ Provide outstanding customer service through the establishment and development of strong customer relationships
- ▶ Utilize Saks Fifth Avenue's online clienteling resource tools to record and maintain client information and preferences to drive business
- ▶ Manage individual sales volume and consistently establish new SaksFirst accounts

**Annual Fund Coordinator | The Winsor School**-Boston, MA December 2016-November 2017

- ▶ Supported operations of Winsor's Annual Giving program, which reaches over \$3M annually, to ensure appropriate planning and execution of annual giving strategies with assistance from volunteers and major gift officers
- ▶ Organized, led, and contributed to the strategy, segmentation, and content of appeal mailings, including preparation of customized class letters and follow-up on gifts
- ▶ Coordinated event logistics, organization, concept, and program for the annual Winsor Associates leadership dinner
- ▶ Coordinated volunteer recruitment, volunteer activities, briefing meetings, and giving reports for both parent and alumnae constituencies

**Director of Business Development | InHealth Med**-Boston, MA March 2016-October 2016

- ▶ InHealth Med is a medical management company whose mission is to give Primary Care and Urgent Care physicians the freedom to serve their patients, improve quality, and reduce the stress of managing their practice through various enhancements. With InHealth, doctors increase profitability and retain autonomy, while securing their career and retirement plans: [www.inhealthmedweb.com](http://www.inhealthmedweb.com)
- ▶ Identified high yielding lead channels for eligible primary care and urgent care physicians candidates
- ▶ Performed financial analysis and developed insights on financial statements during due diligence
- ▶ Secured introductory meetings with medical professional trade associations and independent medical organizations to explore a referral partnership (i.e. Massachusetts Medical Society, Central Massachusetts Independent Physician Association)
- ▶ Designed complete layout and messaging content of InHealth Med company brochure
- ▶ Designed state-specific beta website, including content at [www.inhealthmedma.wordpress.com](http://www.inhealthmedma.wordpress.com)

- ▶ Created supply management dashboard that enabled more informed negotiations with vendors and increased pricing accuracy for finished goods category
- ▶ Proposed vendor pricing, logistics, and contract cost-saving initiatives for the finished goods category (\$80M)
- ▶ Resolved sources of invoice discrepancies and price purchase variance with operations, marketing, vendors, and accounts payable
- ▶ Communicated vendor's monthly price changes to Cost Department

**Senior Buyer (6 mo. Contract Position), Global Procurement, Biologics | Bristol-Myers Squibb – Devens, MA**

2013-2014

- ▶ Automated RFP (Request for Proposal) process by implementing e-sourcing tool, Frictionless
- ▶ Created cross-functional process to track and report vendor change notifications and returned goods
- ▶ Managed 12 RFPs, Addenda, Contracts, and Awards, complete with supplier negotiations, selection, and contracting for multiple categories, saving over \$300K
- ▶ Managed secondary sourcing of production materials, reducing supply chain risk
- ▶ Analyzed expenses for a Make vs. Buy business decision, the financial impact of buy decision was \$3M
- ▶ Identified procurement savings to provide input to the budgeting process and strategic sourcing strategies
- ▶ Managed with Finance, a quarter-end vendor reconciliation, resulting in credits over \$330K

**Global Strategic Marketing, MBA Intern, Biosurgery | Genzyme, a Sanofi Company – Cambridge, MA**

2012

- ▶ Collaborated with marketing team and advertising agency to design strategy and tactics to emphasize efficacy of Synvisc and Synvisc One and to expand market share in external-US markets
- ▶ Performed gap analysis on Global Key Performance Indicators tracking product performance and market penetration in external-US markets and identified vendors to fill data gaps; resulting in 2013 implementation by senior management
- ▶ Partnered with ad agency to develop content and layout of strategic marketing tools used by field sales force to overcome top healthcare provider product objections

**Sr. Clinical Sales Consultant, Specialty Diagnostics | Viacord, a PerkinElmer Company – Cambridge, MA**

2008 - 2011

- ▶ Partnered with management to develop marketing strategy and to implement a pilot program establishing new partnerships with obstetricians in uncovered territories, resulting in territory growth of 30% over previous year
- ▶ Generated \$ 2.68 million in revenue, leading to placement in top 10% of sales force
- ▶ Awarded President's Club (ranked #4 of 45 and 117% to plan) for fiscal year 2009, Sales Excellence (2008), and Rookie of the Year (2008) for achieving 110%, 150%, and 208% to plan in 3 separate categories
- ▶ Trained team members on best practices and selling techniques for the Viacord product portfolio
- ▶ Educated OB-GYN's and existing clients on newborn stem cell preservation and genetic screening offerings

**Quality Assurance Analyst | Toxikon Corporation (Contract Research Organization) – Bedford, MA**

2007 - 2008

- ▶ Conducted laboratory audits for pre-clinical pharmaceutical and medical device product testing studies, ensuring compliance to company standard operating procedures, guidelines, and governmental regulations
- ▶ Ensured delivery of safe therapies by reviewing data, protocols, and reporting for toxicology studies, based upon FDA regulations

**VOLUNTEER WORK****Barnard Alumnae Admissions Representative, Barnard College**

2015-Present

- ▶ Conduct interviews with prospective students and submit evaluations to Barnard's Office of Admissions

**Class Liaison, The Winsor School**

2016-2018

- ▶ Communicate school news to classmates, inviting them to attend events on campus, while also encouraging financial support of the school through their participation in annual giving