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Executive Bio

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Sierra Nevada is a commercial executive whose 15-year career is marked by organic and inorganic growth, greater market share, and expansion, underpinned by transformation and organizational leadership. She expertly steers enterprise commercial strategies, execution, commercial operations, and teams, pioneering new ways to advance valuable companies, brands, products, and services.

Ms. Nevada is the Chief Commercial Officer at Perma Pure LLC / Maxtec, a medical device company specializing in respiratory care and oxygen analysis/delivery. Optimizing the commercial agenda while leading a global team in commercial transformation, she surpassed the customer acquisition goal and produced double-digit percentage gains in leads, sales funnel volume, and revenue with the top five customers. Key marketing and sales initiatives include heading a marketing Center of Excellence, niche marketing campaigns, sales playbooks, sales automation, and a strategic customer partnership agreement model. She also worked with the executive team to plan a bolt-on acquisition, expected to grow revenue 25%.

Ms. Nevada began her career in 2008 at Merck as a Pharmaceutical Sales Director, where she ranked in the top 1% for sales performance. In 2010, she moved to ABM Integrated Solutions and became the Director of Service Delivery. She advanced through two fast-track promotions over the next five years, ultimately leading as the Vice President of Sales. During those five years, she propelled revenue 1,000% while more than doubling her team size.

In 2016, Ms. Nevada accepted the role of District General Manager at Softchoice, a SaaS company. Key contributions included tripling regional sales, forming a team that drove 150% revenue growth, and breaking the company into the large enterprise accounts space.

She transitioned into the role of Vice President of the Strategic Customer Group at Becton Dickinson in 2018, where for six consecutive years, she achieved all revenue and profitability goals. She also turned around two key regions, delivering triple-digit revenue growth in each, including converting one of the worst-performing territories into a Top 5 region. In addition, she facilitated top-line growth in the country's largest healthcare systems through an organizational transformation, backed by a clear vision, mission, metrics, and professional development. She left to join Perma Pure LLC / Maxtec in 2023.

Ms. Nevada holds a Post-Graduate Diploma in Applied Information Technology from the Information Technology Institute and a Bachelor's Degree from St. Mary's University. She is certified in financial management through Dalhousie University.

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Patrick E. O'Neil



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Biomonitoring: Measuring Levels of Chemicals in People - And What the Results Mean, 2005 **Top Notch Executive Resumes** Katharine Hansen, 2025-09-12 Branded resumes that illuminate the candidate's unique value proposition and ROI are a must in today's quest for the executive suite Top Notch Executive Resumes not only explains how to integrate branding into career marketing communication but also how to craft resumes that address your fit with the organization's mission and meet an employer's specific business needs Hansen instructs high level professionals in framing past accomplishments so that the employer can visualize the executive's strategic vision and industry insights as well as what he or she can contribute Highlights of the book include A huge collection of resume samples in cutting edge formats organized by profession for easy navigability Examples of a wide variety of complementary documents including leadership profiles and executive bios that top level professionals need to round out their executive portfolios Special additional features including the preferences and peeves of hiring decision makers guidelines for working with recruiters frequently asked questions and case studies detailing complete job search marketing campaigns Let Top Notch Executive Resumes get you into that corner office **The Ultimate Marketing Toolkit** Paula Peters, 2006-04-17 A Simon Schuster eBook Simon Schuster has a great book for every reader *The Overnight Resume, 3rd Edition* Donald Asher, 2010-01-12 Call from a headhunter Layoffs getting a little too close for comfort Hear about a great new internal opportunity Getting out of the military Or just frustrated and wonder if you could do better someplace else This is the definitive guide to getting you on the market fast The third edition of The Overnight Resume has been completely revised and updated for everyone from entry level to the executive suite who is serious about getting an interview and landing a job Tip 1 Never use the term entry level in any resume For hundreds more tips that suit your particular case just look inside Information you'll find nowhere else includes How to beat other jobseekers at 1 000 to 1 odds How to launch a full scale job search within 24 hours How to access the hidden job market where the best jobs are What returning parents and returning prisoners have in common How to beat resume sorting software Online resumes HTML scannable and portfolio versions Differences between East Coast and West Coast resume styles How to look like a local from anywhere in the country *Federal Register*, 1995 *Claiming Your Place at the Boardroom Table: The Essential Handbook for Excellence in Governance and Effective Directorship* Thomas Bakewell, James J. Darazsdi, 2014-09-26 THE QUICK ANSWER GUIDE TO YOUR CORPORATE GOVERNANCE QUESTIONS Serving on a corporate board isn't what it used to be In today's complex business landscape meaningful corporate governance requires solid skills in problem solving relationship building crisis management leadership development management oversight and much more Written for both seasoned and first time directors Claiming Your Place at the Boardroom Table is a roadmap to becoming a highly knowledgeable and effective board member Whether you're dealing with intricate business regulations powerful personalities crucial audits or the many other challenges that come with serving on a

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