

ROSA JULIA VENTURA ESQUIABRO
787-484-2425

PROFESSIONAL EMPLOYMENT

- 2014 – 2015 PVSR Corporation dbd Proven Smart, Vega Baja.
Business Development Manager of Puerto Rico.
Territory all the Island: Metrology laboratories services. Include
Equipment, instruments & standards calibration services.
- 2007 – 2014 National Standards of Puerto Rico, San Juan.
Sales Representative
Territory all the Island: Metrology laboratories services. Include
Equipment, instruments & standards calibration services.
- 2001 – 2007 FISHER SCIENTIFIC, Cayey
Research Corporate & Healthcare Sales Representative
Key accounts included in the territory: Industry and Pharmaceutical (Lilly,
Glaxo, P & G, Wyeth, Shering Plough Las Piedras, Becton Dickinson,
Baxter, Astra Zeneca); Universities (U.P.R. Cayey and Bayamón, School
of Medicine Central del Caribe, Interamerican Metro and Bayamón);
Clinical (Veteran’s Hospital, Quest Diagnostic, Hima San Pablo Corp.,
American Red Cross, Department of PR Healthcare).
- 1997 – 2001 BIO-NUCLEAR, INC., Cataño
Technical Consultant
For Olympus, Tosoh AIA, The Binding Site and laboratory reagents
including Drug Abuse Screening Test. Technical Sales Consultant and
Telemarketing Department Supervisor. Buyer for the Company.
Operation of Sysmex hematology instrument.
- 1986 – 1997 CLINICAL LABORATORIES
Medical Technologist
Hospital San Pablo Bayamon & Caguas Regional Hospital, Reference
Laboratory Las Marias & Quality Laboratory, Private Clinical Laboratory
Dajaos Bayamón & Expreso Trujillo Alto.
Chemistry, Hematology, Blood Bank, Toxicology, Serology (Fluorescent:
ANA, DNA, FTA-ABS, TORCH, serology latex & VDRL), Immunoassay
FTA-ABS, TORCH, VDRL & latex), ELISA analysis, RIA, Bacteriology,
System, Coagulation, Urinalysis & Parasitological, Drug Screening
System Toxi-Lab.

EDUCATION

- 2015, May 10-hours Occupational Safety and Health Training course in General
Industry Safety and Health, OSHA (Occupational Safety and Health
Administration).
- 1985 – 1986 SACRED HEART UNIVERSITY, Santurce
Medical technologist’s Certificate

- 1979 – 1984 UNIVERSITY OF PUERTO RICO, Río Piedras
Bachelor's Degree in Science
- 1983 – 1984 UNIVERSITY OF PUERTO RICO, Río Piedras
Courses on Secondary Education and Basic Computer Course.

MEMBERSHIPS

- 1990 – 2014 COLLEGE OF MEDICAL TECHNOLOGISTS OF PR
Member of the Board of Directors
- 2005 – 2006 AMERICAN SOCIETY OF CLINICAL LABORATORIES, (ASCLS)
Delegate and Secretary
- 2004 – 2005 AMERICAN SOCIETY OF CLINICAL LABORATORIES, (ASCLS)
President of the Puerto Rico ASCLS Chapter

PROFESSIONAL ACHIEVEMENTS

- 2005 FISHER SCIENTIFIC SPECIAL ACHIEVEMENT
Won the Lilly del Caribe PR Laboratory Corporate Contract for 5 years
- 2005 PROMOTION
Received a promotion to develop the Healthcare Division in PR and help Lilly del Caribe contract implementation process.
- 2005 FISHER SCIENTIFIC ACHIEVEMENT SALES AND GP%
Sales 105.0%, GP% 106.0
- 2004 Sales 105.0%, GP% 109.0
- 2003 Sales 126.0%, GP% 122.5
Ranked 5th in the Fisher Sales Group in PR and USA
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Ranked 5th in the Fisher Sales Group in PR and USA
- 2002 Sales 104%, GP% 105.0