



Mayor of Providence

Jorge O. Elorza

June 3, 2019

Honorable Members
Providence City Council
City Hall

Dear Honorable Members:

Pursuant to Sections 302(b) and 1013 of the Providence Home Rule Charter of 1980, as amended and Public Law, Chapter 45-50, Sections 1 through 31 passed in 1987, I am this day appointing Miguel Quezada of 24 Corliss Street, Providence, RI 02940, as a member of the City Plan Commission for a term to end January 31, 2021, and respectfully submit the same for your approval. Mr. Quezada replaces Mr. Opton-Himmel who has resigned.

Sincerely,

A handwritten signature in black ink, appearing to be "J. Elorza", with a stylized flourish at the end.

Jorge O. Elorza
Mayor

IN CITY COUNCIL

JUL 18 2019

READ AND DENIED WITHOUT PREJUDICE

A handwritten signature in blue ink, appearing to be "Shaw Bell", followed by the word "CLERK".
CLERK

MIGUEL A. QUEZADA

BUSINESS EXPERIENCE

Sanofi, CT/RI, March 2015- Present

Executive Sales Professional- Market branded products to Endocrinologists and PCPs in Connecticut, Massachusetts and Rhode Island. Field Trainer.

- *Products: Toujeo, Soliqua, Lantus, Apidra*
- *Targets: Endocrinologists and PCPs*
- *2016 rank #1 of 33 (Specialty)*
- *2016 World Champion Award Winner/Top 1% worldwide*
- *2017 rank #1 of 103*
- *2017 World Champion Award Winner/Top 1% worldwide (New Territory)*
- *2018 YTD rank #14 of 323*
- *2018 Sales Leadership Development Academy, interim DSM*

Ranbaxy Dermatology, MA/RI, November 2012-March 2015

Dermatology Sales Specialist- Market branded products to Dermatologists in Boston Metro and RI. Regional Trainer.

- *Products: Absorica (product launch)*
- *Targets: Dermatologists*
- *2014 rank #13 of 54 in market share, #9 of 54 in Volume*

Valeant Dermatology (acquired Sanofi's Dermik Division), MA/RI, December 2011-November 2012

Dermatology Specialty Sales Professional- Market branded and OTC products to healthcare professionals in Massachusetts and Rhode Island.

- *Products: CeraVe, Elidel, Xerese, and Zovirax*
- *Targets: Dermatologists and Pediatricians*
- *2012 rank #9 of 57*

Sanofi, MA/RI, February 2007-December 2011

Executive Sales Professional- Market branded pharmaceuticals to healthcare professionals in Massachusetts and Rhode Island. Field Trainer.

- *Products: Avapro/Avalide, Plavix, Nasacort AQ, Xyzal, Ambien, Aplenzin, BenzaClin, Elidel and Carac*
- *Targets: Dermatologists, Cardiologists, Allergists, ENTs, Psychiatrists, OB/GYN and Primary Care*
- *2011 rank #2 of 50 National Sales Champion Ranking*
- *2010 rank #16 of 188 National Sales Champion Ranking*
- *2009 rank #13 of 69 National Sales Champion Ranking*
- *District Sales Professional of 2009*

Interim Healthcare, Providence, RI, September 2006-February 2007

Account Executive- Develop accounts and manage clients in medical facilities for Rhode Island.

- *Increased weekly revenue to the highest level in the history of RI office (1/12/2007)*
- *Developed company's first subcontract partnership in local market*
- *Established new lines of business*

Multi State Mortgage, Inc., Warwick, RI, June 2005-September 2006

Loan Officer- Solicit and manage clients for residential and commercial real estate mortgage products.

- *Supervise two mortgage consultants and two loan processors*
- *Created Hispanic marketing campaign*
- *Generate over \$2.06 Million monthly in real estate loans*
- *Ranking: September 2006- #1/11, August 2006- #1/12, July 2006- #1/12, June 2006- #2/12, May 2006- #1/12, April 2006- #1/12, March 2006- #1/13, February 2006- #2/13, January 2006- #1/13*

Earthmedix, Rio de Janeiro, Brazil, December 2003-June 2005

Consultant/ Entrepreneur- Manage and promote projects in Brazil for a startup company that provides environmentally safe, efficient and cost-effective bio-solutions.

- Co-authored successful proposal for \$25 Million "mini-university" satellite program
- Managed team of three professionals

International Expedition, South America, May 2003-December 2003

- Traveled throughout Brazil, Venezuela and Columbia
- Volunteer Teacher/ Counselor/ Grant Writer, Uerê, Complexo da Maré, Rio de Janeiro, Brazil
- Trained and Ran two marathons
- Learned Portuguese (reading, writing and speaking)

Eli Lilly and Company, Endocrine Business Unit, Baltimore, MD, July 2001-February 2003

Senior Sales Specialist- Market branded biologics to healthcare professionals in Maryland and Delaware.

- Products: Humatrope and Humalog injectables
- Targets: Endocrinologists
- Procure health insurance coverage, alternate funding or cost sharing plans for patients
- Co-Sponsor Fellowship with Johns Hopkins Endocrinology and Metabolism
- Present and lead case study discussions to Adult Endocrinologists and Fellows
- Increased Humatrope Growth Hormone market volume by 150%
- Established and maintain largest volume for Humalog postprandial insulin in the region
- Consult Health Care Providers and patients in drug initiation process and injectable device training
- Lead workshops (electronic database, motivation, teamwork, etc) at company meetings

Johnson and Johnson, Janssen Pharmaceutica Inc., Buffalo NY, November 1997-July 2001

Professional Sales Representative- Market branded pharmaceuticals to healthcare professionals in Buffalo Metro Area (at time, among the top three most restricted HMO environments in the nation). Certified Field Trainer.

- Products: Aciphex, Propulsid, Sporanox, Duragesic and Reminyl
- Targets: Gastroenterologists, Oncologists, Neurologists, Podiatrists, Dermatologists and Primary Care
- Number one in district and top 10 in New England Region, District Representative of the Year
- Recruited for Janssen Pharmaceutica at the NYC Brass Ring Diversity Fair
- Successfully gained formulary status for Aciphex on Independent Health Association's formulary; becoming one of the first three contracts in the nation
- Launched new products, Reminyl and Aciphex
- Assigned to underperforming territory- increased sales above quota in three months
- Technical consultant for the district
- Taught initial product training class of new representatives
- Field Trained eleven new representatives and field-tested over 25 candidates

State Farm Insurance, Rochester, NY, June-September 1997; May-September 1995 and January 1996

Claims Representative Intern- Interviewed claimants and insureds to assess logistics of claims. Managed caseload of subrogation files. Performed and evaluated on-site investigations.

University of Rochester, Residential Life, Rochester, NY, September 1996-May 1997

Graduate Head Resident- Supervised residential area, comprised of twelve Residential Assistants and eight housing facilities with approximately 1500 undergraduate students.

United States Army Reserves- Honorable Discharge, 1996

SPECIAL SKILLS

Fluent in Spanish/ Proficient in Portuguese

EDUCATION

Babson College, F.W. Olin Graduate School of Business

Master of Business Administration, *cum laude* 2011, Corporate Entrepreneurship
China Offshore Study, International MBA Sales Competition finalist in 2009 and 2010

University of Rochester

Master of Science 1997, Education
Bachelor of Arts 1996, Psychology/Spanish

US Army Academy of Health and Science

Certificate 1991, Operating Room Technician

PROFESSIONAL AFFILIATIONS

RI Latino Arts, 2018-Present: *Board Member*

Providence Preservation Society, 2018-Present: *Board Member*

SWAP Inc., 2017-Present: *President (2018-Present) Treasurer (2017-18)*

Providence Revolving Fund, 2017-Present: *Board Member*

Rochester Career Advisory Network (RCAN), 2010-Present: *Adviser*

Babson aMBassador, 2009-Present: *Marketing, Recruitment*

National Society of Hispanic MBAs (NSHMBA), 2008-Present: *Member*

University of Rochester Alumni, 1997-Present: *Alumni Interviewer*

Kappa Alpha Psi Fraternity, Inc., 1993-Present: *Providence Alumni Board of Directors (2006-Present)*

Babson Coaching for Leadership and Teamwork, 2011-2012: *Coach*

TNT, Leukemia and Lymphoma Society, 2007: *Fundraiser*

Union Socio-Cultural Dominicana: 1996-2003: *Co-Founder*