



Mayor of Providence

Jorge O. Elorza

September 9, 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 48 Princeton Avenue, Providence, RI 02907 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,

Jorge O. Elorza
Mayor

IN CITY COUNCIL

OCT 17 2019

READ

WHEREUPON IT IS ORDERED THAT
THE SAME BE RECEIVED AND APPROVED

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*

MIGUEL QUEZADA

P.O. Box 40895
Providence, RI 02940

October 10, 2019

Providence Preservation Society
Christopher Marsella & Board of Directors
21 Meeting Street
Providence, RI 02903

Dear Chris and PPS Board of Directors:

It has been an honor to work alongside you on the PPS Board of Directors. I have learned much about the impact the organization has on the city of Providence and I applaud you for your efforts and dedication to the board and civic duty. However, the time has come where I feel that it would be best if I resigned from my position on the Board, effective October 18, 2019.

My commitments have become increasingly time-consuming and other areas need my attention at this time. Please note that my departure is not a reflection of the organization or any individual. It's a personal decision that is best at this time.

I am grateful for the opportunity to serve and wish you the best in future endeavors. May Providence continue to evolve into a great city for opportunities and quality of life for all her residents. Please contact me with any questions or concerns.

Thank you for the opportunity and give my regards to the other members and staff.

Best wishes,

Miguel Quezada

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