

# Adriana Gorny

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## Education:

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### Northern Illinois University

*Bachelor's in Health and Human Sciences*

**May 2018**

## Experience

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### Concentra

*Field Account Executive*

**January 2019- August 2020**

- Selling the leading work-place injury care, this is an entire medical model that covers the health and wellness of employees from before they are hired to when they leave the company
- Cold call to set up appointments, hunt new clients, and close of clients
- Conduct sales presentations, follow up with prospective clients, and maintain relationships with existing clients
- Schedule and conduct full spectrum of services for individual clients with medical and physical therapy staff
- 2019- YTD – Exceeded quota each month: Percent of Goal 125%

### Yelp

*Account Executive*

**May 2018- December 2018**

- Own and manage a territory of clients
- Consult, educate, strategize, and successfully sell Yelp advertising programs through a high volume of sales calls
- Become an expert in Yelp's advertising solutions, and adapt product recommendations quickly to suit client needs
- Achieve and consistently exceed monthly sales goals

### Beaird Dermatology

*Receptionist/Billing Coordinator*

**September 2017- April 2018**

- Responsible for checking patients in and entering demographics
- Inputting and verifying eligibility for 200 insurance cases per day
- Submitting and resubmitting 50 claims per day using an electronic system.
- Collected copays and balances
- Assisted with interviewing, onboarding, and training of new employees

### Core Orthopedics & Sports Medicine

*Receptionist/Billing Coordinator*

**November 2014- September 2017**

- Responsible for scheduling patients and entering new patient demographics
- Verifying 100 insurance cases per day including workers' compensation, auto accident injuries, and Department of Labor cases using an electronic system.
- Submitted the appropriate paperwork and claims for workers' compensation, auto accident injuries, FMLA, COBRA, and Department of Labor cases. Approximately 4 per day.
- Collected copays and balances.
- Generated an Excel spreadsheet of patients seen the month prior and their insurance information.
- Assisted with interviewing, onboarding, and training of new employees

**Physical Therapy Solutions****May 2014- August 2014***Physical Therapy Aide*

- Worked with the physical therapists and helped treat their patients.
- Communicate exercises and activities with a patient.
- Helped clean up the clinic after each patient used a machine or equipment.

**CVS Pharmacy****April 2013-May 2014**

## Pharmacist Technician

- Filled 30 prescriptions per day
- Verified 30 patients' insurance per day
- Maintained and order inventory
- Helped patients when they came to pick up their prescriptions and handled money
- Worked as a team to complete online trainings.
- Answered phone calls, as well as, called other pharmacies and physicians' offices for insurance information.