

PAMELA A. WEBER

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Janesville, WI 53546

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Professional Summary:

A dedicated business professional with over 16 years of business strategy experience, which encompasses leadership of personnel, financial & data analysis, project management and business development in operations, account management and information technology. Excellent interpersonal and written skills with public speaking experience and company presentations to individuals at all levels of an organization.

Professional Highlights:

Timberline Appraisals

Brodhead, WI

October 2009 to present

Appraiser: Provide written summary reports to our clients of residential, small income properties & vacant land as to the opinion of market value, utilizing all three approaches to value. Tasks include data analysis of the economy, market and neighborhood trends, along with legal use and determination of qualities of construction and conditions of improvements.

BioLife Plasma Services/Baxter Healthcare

Janesville, WI

May 2004 to September 2008

Operations Manager: Provide leadership and quality management to the operations, including maintaining compliance with all federal, state, local and company regulations related to quality product, employee safety and donor safety. Responsible for the management of a \$10 million budget to include forecasting, development and attaining daily, weekly, quarterly, and annual production and cost goals, accounting activities, financial analysis and complete reporting, client and vendor contracting and negotiating. Manage and develop staff to include all aspect of HR activities, timesheet and payroll, Workers' Compensation, FMLA, Unemployment, In addition, responsible for staff communication and reporting, development of staff's talent and continual feedback, recruitment and training. Lead teams in community service and fundraising events, building on community awareness.

Data Dimensions Inc.

Janesville, WI

September 2002 to May 2004

Director, IT & Operations: Manage operational satellite offices, the IT programming team and the MIS team for enterprise organization. Responsible for the overall performance, profitability and service deliverables to our client base, including our internal customers within the organization. Responsible for defining and presenting the enterprise annual budget requirements to executive management based on business strategy analysis and enterprise-wide quarterly resource requirements and prioritized projects. Developed and managed large enterprise-wide projects, bringing efficiencies and effectiveness of our service to our customers, as well as to plan and build for future growth and development.

Pamela A. Weber, resume

McKesson Information Solutions, Inc.

Information Technology Business - Clinical Auditing and Compliance Division

Atlanta, GA

August 1996 to August 2002

Account Manager: Work with executive level personnel within an organization, learn and understand the business goals and needs in order to ensure customer retention through satisfaction and successful utilization of our software products and services. Responsible for securing existing revenue through license renewals and identifying new revenue opportunities within my customer base. In addition to building customer relations, responsible for all financial aspects of managing an account. This includes, but is not limited to, accounts receivable reconciliation and collection, prospecting and lead generation. My role is being the customer advocate and the liaison to services, product management and research and development. My responsibility is to identify solutions to meet the customers' needs and securing the appropriate resources for successful delivery of products and services.

Senior Consultant: Manage a client's account, servicing their needs, addressing their questions and ensuring satisfaction. Responsible for managing and coordinating the implementation process, addressing organizational and policy issues. Provide all aspects of concepts training for the client including strategic work plans and defining clinical criteria to match and support their internal policies and guidelines. Act as a liaison between third party vendors and our clients. Provide quality testing and feedback to product development and management teams on new products or product enhancements. Responsible for internal training of new consultants, and taking an active role in delivering interdepartmental training of new or enhanced products.

Education and Certifications:

American Academy of Professional Coders, Salt Lake City, UT

Certified Professional Coder, June 1998

Roosevelt University, Chicago, IL

Bachelor of Science in Business Administration, 12/92

Major: Finance 8/88 to 12/92

GPA: 3.55 Honors, National Dean's List

William Rainey Harper College, Palatine, IL

Major: Finance 6/85 to 7/88

GPA: 3.67 Trustee Honors

University of Wisconsin-Whitewater, Whitewater, WI

Major: Accounting 8/82 to 5/83

GPA: 3.62 Honors, National Dean's List

McKissock, On-Line Education

150 Hours – WI Appraiser License Program

WI License #2163-4

Currently working toward Residential Certified Appraiser level, 2015