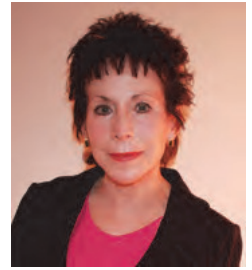


Joanne Campolito Roach, BSISE

Active United States Government DoD Security Clearance
Healthcare Account Executive, Tampa, Florida
JRoach@TampaBay.rr.com Phone +1 727.510.9704



OBJECTIVE Healthcare Account Management, Epidemiology and Public Health

PROFESSIONAL HIGHLIGHTS Demonstrated track record of 25 years as Account Executive in Healthcare Management and Marketing, overachievement in disease case investigation management, public health, COVID-19 response, sales quota up to 198% of revenue goals, teamwork, RFP's (Requests for Proposals) and customer service relationships.

- ◇ **CDC (Centers for Disease Control and Prevention) COVID-19 Vaccination Customer Service Hotline:** On-going online research of updated CDC COVID-19 vaccine guidance and information; provision to inbound callers seeking COVID-19 vaccination. Includes verbatim information as per CDC website, and Prepared Responses (PR's). Remote employment call center, home office. Client patient appointment scheduling, outreach outbound calls, locations, mapping and directions.
- ◇ **COVID-19 Disease Case Investigator for Departments of Public Health in Vermont and in Midwestern United States:** Interviewed and investigated COVID-19 virus Positive Morbidity patients, trends in infectious disease transmission, patient outcomes, symptoms, and vaccination status. Isolation, Quarantine and Contact Tracing Guidelines for prevention of communicable disease transmission. Expertise in patient disease case investigation, epidemiology data online Electronic Medical Record software, establish links to Parent Patients, disease clusters, outbreak data in schools, hospitals, nursing homes, assisted living, long term care, residential public health.
- ◇ Excellent organization, presentation, oral and written correspondence, administrative abilities, leadership, coworker teamwork, attention to detail, problem solving, and innovative multitasking.
- ◇ Respected for client focused account management approach, resulting in high market growth in non-profit, government and private healthcare clients. Proficient in HIPPA guidelines, contractual regulations, Online Electronic Patient Medical Record Software, pharmacy, drugs, Healthcare and Disease Terminology, healthcare benefits, insurance referrals, authorizations, approvals, private, government insurance: Medicare, Medicaid, Tricare, Veterans, UnitedHealthcare, Anthem.

CAREER SUMMARY and EMPLOYMENT

JCR ENTERPRISE, INC., President Owner, Internet Marketing, Tampa, Florida

- ◇ **COVID-19 Vaccination Service for the CDC Centers for Disease Control and Prevention; Epidemiology COVID-19 Disease Investigations in the Midwestern United States**
- ◇ **Client market segments:** Public Health, Medical, Children's Services, Dental, Healthcare, Medical Insurance, Business Finance, Construction, Enterprise Network Cabling, IT Telecommunications, Aviation, Food Production, Legal and Law, Personal Injury, Healthcare, Medical, Automobile Claims, Property and Casualty. Real Estate, Fitness, Sports, Convention Events, Jewelry, Fine Art, Consumer Retail, Professional Educational Organizations.
- ◇ **Developed Implemented highly prosperous Internet Marketing Programs** for website clients businesses. Marketing Strategies, Website Development, Graphic Design.

HEWLETT PACKARD, Medical Products Group, 1990 to 2002, Tampa, Florida Healthcare Account Executive, Diagnostic Capital Equipment Sales Service

- ◇ Major hospital networks key accounts: BayCare, Advent Health, Johns Hopkins All Children's Hospital, University of Florida Health Shands, James A Haley VA Medical Center, USF Tampa General Hospital, Humana and Columbia HCA.
- ◇ **Achieved and exceeded annual sales quota to 198%**, sales contracts over \$1M.
- ◇ **Increased market share from 30% to 92%** in major hospitals in Tampa Bay territory.

Summary of Qualifications
Joanne Campolito Roach, BSISE

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HONEYWELL AEROSPACE, 1980 to 1990

Joanne Campolito Roach held SECRET Security Clearance while employed by Honeywell, Inc.

Marketing Manager, Honeywell Aerospace, Fort Walton Beach, Florida, 1986 to 1990

- ◇ **Marketing of Aerospace and Defense** products with Air Force, Army and Navy customers.
- ◇ **Government Contract awards up to \$ 500M.**
- ◇ **Customers included** Eglin Air Force Base, MacDill Air Force Base, NAVOCEANO, Tyndall Air Force Base, Hurlburt Field, Naval Coastal Systems Center, Ingalls Shipbuilding.

Senior Production Engineer Honeywell Aerospace, Clearwater, Florida, 1980 to 1986

- ◇ **NASA Space Shuttle Program:** Developed and managed technical manufacturing processes and production for NASA manned space flight Main Engine Controllers.

HONORS and AWARDS

Hewlett Packard Pinnacle Award
Hewlett Packard PMP Program
Honeywell High Talent Review Board
Pearl Interactive Network, Employee Spotlight

Hewlett Packard Achievers Club
Hewlett Packard LEAD Program
Honeywell Winning Edge Award

Member of President Obama's Presidential Partners
Order of Merit Republican National Committee
Toastmasters International, Annual Speaking Competition Winner, Florida and Alabama
Network of Executive Women Member of the Year Award

Held SECRET Security Clearance while employed by Honeywell Aerospace

PROFESSIONAL MEMBERSHIPS Westshore Alliance, Tampa, Florida

EDUCATION

The Ohio State University, B.S. Degree Industrial and Systems Engineering, Columbus, Ohio
Activities Societies: Pi Beta Phi Sorority (Ohio Beta Chapter), Society of Women Engineers

MBA Studies, Florida Institute of Technology, Melbourne, Florida
Cardinal Mooney High School, Youngstown, Ohio

Certification, COVID-19 Contact Tracing:

Johns Hopkins University Bloomberg School of Public Health, Certificate "COVID-19 Contact Tracing"
ASTHO (Association of State and Territorial Health Officials),

Certificate, "Making Contact: A Training Course for COVID-19 Contact Tracers"

The Four Winds Society, Certified Practitioner "The Rites of the Munay-Ki"

On-going coursework Healthcare, Diagnostic Medicine, Internet Marketing, Website Development,
SEO Optimization, 1990 to present

Proficiency: Information Technology, AWS, Amazon Web Services, Microsoft Dynamics 365 Customer Service Hub CRM IVR, Genesys Cloud soft phone, Microsoft Office 365 Suite, Outlook, PowerPoint, Word, Excel, Publisher, Expression Web, Adobe Professional and Photoshop, Microsoft Teams 365 Cloud, COVID-19 Public Health Patient Records Database, Google Suite, Zoom meetings, ADP. Excellent English fluency in written and oral communication including Medicine, Laboratory, Healthcare,

Contact Information: Joanne Campolito Roach, BSISE

President, JCR Enterprise, Inc. , PO Box 1824, Oldsmar, Florida 34677

Phone +1 727.510.9704 Email: JRoach@tampabay.rr.com OR RoachJ@rapidsys.com

**A letter I received in the mail 26 March 2022 from
President Joseph R Biden, Jr.
President of the United States**



THE WHITE HOUSE
WASHINGTON

March 9, 2022

Ms. Joanne Campolito Roach
Oldsmar, Florida

Dear Ms. Roach,

Thank you for your kind note of support and for your prayers. I am humbled and grateful.

I have always found that in prayer we find purpose, strength, and hope for brighter days ahead.

We are seeing those brighter days as a Nation and may we continue to see them as we come together as Americans and for the country we all love.

Keep the faith and may God bless you and your family.

Sincerely,

A handwritten signature in black ink, appearing to read "Joe Biden", written over a diagonal line.

THE WHITE HOUSE
WASHINGTON, DC 20500

US POSTAGE™PITNEY BOWES
The logo for Pitney Bowes, featuring a stylized eagle with wings spread, positioned above the text "PITNEY BOWES".
ZIP 20500 \$ 000.53⁰
02 1W MAR 17 2022

Ms. Joanne Campolito Roach
JCR Enterprise, Inc.
Post Office Box 1824
Oldsmar, Florida 34677-1824



COURSE
CERTIFICATE

06/12/2020

Joanne Campolito Roach

has successfully completed

COVID-19 Contact Tracing

an online non-credit course authorized by Johns Hopkins University and offered through Coursera



Dr. Emily S. Gurley
Associate Scientist
Department of Epidemiology
Johns Hopkins Bloomberg School of Public Health

Verify at coursera.org/verify/B47UT838VWWM
Coursera has confirmed the identity of this individual and their participation in the course.



Certificate of Completion of

MAKING CONTACT: A TRAINING FOR COVID-19 CONTACT TRACERS

Joanne Roach

Successfully completed

Making Contact: A Training for COVID-19 Contact Tracers

Lesson 1: The Basics of COVID-19

Lesson 2: The Basics of Contact Tracing

Lesson 3: Effective Communication and Interviews

Lesson 4: Case Monitoring & Resources

On June 4, 2020

Making Contact: A Training for COVID-19 Contact Tracers is provided by the Association of State and Territorial Health Officials (ASTHO) and the National Coalition of STD Directors (NCSd).

