

ANGELA MARIE LEWIS

October 6, 2015

Dear Parent Election Committee,

The purpose of this letter is to state my intention to serve on the Prairie Crossing Charter School Board.

Prior to my decision to submit my application, I spent a great deal of time reflecting on the reasons we decided to pursue PCCS for our daughter's education. I was not at all surprised to realize that those same reasons are the driving force behind my intention to serve on the school board.

1. Growing natural leadership:

Coming from a background in agriculture and raising my daughter, [REDACTED], in a farm culture, Prairie Crossing offers the unique opportunity to allow that same focus to be applied to formal education. I envision extending environmental stewardship, leadership, and learning to the local community. Building a culture of being outdoors is a way of life that we can extend beyond the PCCS community. The sense of accomplishment that would come from empowering PCCS students to teach the community the importance of a natural lifestyle and caring for Earth would be a win for students, faculty, family, and community for years to come. By taking the PCCS mission beyond the school community and further into the public eye, we will accomplish the goal of allowing our natural leaders to grow and get the exposure that their work deserves. We will also further our outreach goals.

2. Diversity:

The key to life success is based on our ability to be inclusive. I parent my child to develop a sense of deep respect for all people and to embrace individual differences. Prairie Crossing Charter School embodies this principal. Where we are falling short, is promoting that important differentiator to the public eye. My MBA in Marketing and volume of experience in Advertising and promotion will allow me to help the school build on the brand that we know is strong but does not always extend to the public.

3. Personalized care from a small school:

I believe that the PCCS school model provides and should continue to be a personalized and individually focused experience for each child. The wide range of learners that come to PCCS for their education and the families that support each child will continue to grow in their needs. I intend to do what I can to foster this growth. Inspiring students to succeed is a delicate task. I will bring a personal perspective and experience to the PCCS Board from not only my experiences in corporate training, but also from my perspective as a mother of a PCCS student.

As PCCS's website states, "We foster an academic community where students, staff, and parents are compassionate, caring, and health-conscious individuals." I intend to nurture this vision and bring my strengths to the PCCS board position that will support the school in areas where it will be best served.

Thank you for your consideration,



Angela Lewis

ANGELA MARIE LEWIS

SUMMARY

A results-driven and highly accomplished manager with extensive experience in global marketing, product strategy, account management, marketing planning, sales management, new product launches, event/campaign management, and territory sales. A strategic thinker and self-motivated contributor who excels at analyzing business to execute on tactical plans needed to advance the organization's success. Proven track record in implementing tactics to achieve the strategic goals of the organization. Utilizes strong organizational, planning, problem-solving, and leadership skills to lead and develop a team and drive the success of a business.

EXPERIENCE

BAXTER HEALTHCARE, INC., Deerfield, Illinois **Senior Marketing Manager, 2013-Present**

Currently leading cross-functional teams responsible for strategy behind successful launch of 3 product lines across 70 countries to carry on \$1.3 billion renal replacement therapy product family. Leading efforts in strategy and management of branding and communications. Leading collaboration of cross functional partners to ensure commercial excellence in product development. Developing and implementing processes for product launch excellence. Developing new sales training programs.

- Developed, Launched, and Implemented a new stage-gate "launch excellence" process in a collaborative environment across a matrixed organization to achieve a 10% price premium for 3 launching product lines
- Implemented a Clinical Data Planning/Market research process to allow for supporting data package materials for products at launch with an expected ROI of 10% price premium justification
- Developed, Launched, and Implemented 3 new Brand campaigns through collaboration with internal and external partners and agencies in the Marketing Communications process to optimize growth of launching products

LEICA BIOSYSTEMS, INC., DANAHER CORPORATION, Buffalo Grove, Illinois **Marketing Manager, 2011-2013**

Led cross-functional team responsible for strategy behind success of \$60,000,000 cancer diagnostics product line consisting of 450 products, 50% of total business. Integrated strategy and management of campaigns, events, and launches of five new product lines. Developed and implemented processes for product launch excellence. Assured compliance to healthcare reform policies. Developed new sales training programs.

- Achieved 38% growth from 2011 to 2012 and 40% growth from 2012 to 2013
- Launched EXPERIENCELAB with ROI of \$200,000 in first three weeks and estimated ROI of \$15,000,000 across scope of program
- Reduced unnecessary customer sampling spend by 50% resulting in \$3,000,000 (5%) increase in total profit

ORASURE TECHNOLOGIES, INC., Bethlehem, Pennsylvania **Account Manager, Midwest, 2009-2011**

Served as team lead responsible for management of Midwest region sales to achieve goals in territory of three states and 250 existing/prospective customers to maintain relationships and retain base business. Mentored and trained new sales professionals. Provided "health of region" updates to executive management.

- Achieved \$425,000 sales, reflecting actual versus goal of 115%
- Grew region sales 25% over previous year

GE LIFE SCIENCES, Piscataway, New Jersey **Regional Manager, Midwest, 2008-2009**

Led Midwest Account Management team responsible for 11 states and 100 existing customers to retain base business. Responsibility for region growth and service to new and existing customer base. Scheduled service and technical support calls for customers. Provided training and support for new team members.

- Achieved \$1.15 million capital sales, reflecting actual versus goal of 111%
- Prospects for new business forecasted \$6.3 million for 2009

When you apply for a job, you are not only applying for a job, you are also applying for a chance to be part of a team. The interview is your chance to show the employer that you are not only qualified for the job, but also that you are a person who will fit in with the team. The employer is looking for someone who can work with others, who is motivated, and who is willing to learn. The interview is your chance to show the employer that you are all of these things.

Interview Preparation Tips

1. Research the company: Before the interview, research the company. Find out what the company does, its history, and its values. This will help you to answer questions about the company and to show that you are interested in the company. 2. Prepare your answers: Think about the questions that you might be asked during the interview. Prepare your answers in advance. This will help you to answer the questions more confidently. 3. Practice your interview skills: Practice your interview skills with a friend or family member. This will help you to become more comfortable with the interview process. 4. Dress professionally: Dress professionally for the interview. This will show that you are serious about the job. 5. Arrive on time: Arrive on time for the interview. This will show that you are punctual and that you value the opportunity.

Interview Questions and Answers

Q: Tell me about yourself. A: I am a recent graduate from [University Name] with a degree in [Major]. I have worked for [Company Name] for [Duration] and have gained experience in [Skills]. I am looking for a challenging role where I can use my skills and contribute to the team. Q: Why do you want to work for our company? A: I have been following your company for some time and I am impressed by your reputation for [Quality]. I believe that your company offers a great opportunity for me to grow and develop my skills. Q: What are your strengths? A: I am a hard worker, I am a team player, and I am a quick learner. I am also very organized and detail-oriented.

Thank you for your time and consideration.

I am confident that I am a strong candidate for the position and I would be happy to discuss my qualifications further. Thank you for your time and consideration.

Angela Marie Lewis
[Phone Number]
[Email Address]

Interview Preparation Tips

1. Research the company: Before the interview, research the company. Find out what the company does, its history, and its values. This will help you to answer questions about the company and to show that you are interested in the company. 2. Prepare your answers: Think about the questions that you might be asked during the interview. Prepare your answers in advance. This will help you to answer the questions more confidently. 3. Practice your interview skills: Practice your interview skills with a friend or family member. This will help you to become more comfortable with the interview process. 4. Dress professionally: Dress professionally for the interview. This will show that you are serious about the job. 5. Arrive on time: Arrive on time for the interview. This will show that you are punctual and that you value the opportunity.

ABBOTT LABORATORIES, Abbott Park, Illinois, 2000-2008

Global Marketing Manager, Abbott Animal Health

Oversaw \$32,000,000 product line consisting of 250 products, representing 50% of total business unit revenue. Achieved \$2,510,000 and 7.7% growth in sales. Created product line marketing plan, new brand strategy plan, and comprehensive training program for on-boarding of new marketing staff.

- Managed functional area team to launch 14 products while working within \$45,000 marketing budget, resulting in \$4,300,000 annual sales
- Designed and created six additional products for launch in 2008
- Launched marketing on-boarding program to help new professionals come up to speed quickly upon hire

Key Account Executive, Abbott Diagnostics, Washington, DC

Managed \$2,500,000 hospital diagnostic sales territory. Managed customer relationships to maintain and regain business. Developed presentations and proposals to meet the mutual needs of customers and company. Mentored and trained new sales professionals joining the team. Managed forecast for territory to within 2% of actual sales values.

- Achieved increase in actual versus goal of territory by 11%
- Closed \$800,000 of annual incremental new reagent business

Product Manager, National Accounts, Abbott Park, Illinois

Directed four multimillion-dollar national account contracts of \$100,000,000. Served in implementation of launch of new products to diagnostics market. Contributed to negotiation of contract terms and conditions for group purchasing organizations. Evaluated sales deals based on profit and loss summary, market, and customer need.

- Achieved Award of 2 sole source national contracts
- Successfully launched implementation of 2 contract programs providing \$10M growth annually

ADDITIONAL EXPERIENCE

Assistant Pharmacologist. Designed and executed in vivo behavioral experiments, analyzed data produced, and presented findings at project meetings for neuroscience drug discovery program. Developed and implemented inventory and ordering system to support departmental scientific initiatives, resulting in overall decrease in departmental spending.

- **Publications:** During this role, my work was published in several well-known peer reviewed Neuroscience journals. If interested, a listing of these publications is available upon request.

Product Specialist. Manufactured rare reagents for AxSYM and IMx diagnostic test systems. Anticipated customer need and incorporated into manufacturing plan and schedules for hepatitis manufacturing employees, resulting in increased product availability.

EDUCATION

DEPAUL UNIVERSITY, Chicago, Illinois, **M.B.A., Marketing**, 2005

UNIVERSITY OF ILLINOIS, Urbana, Illinois, **B.S., Agriculture, Biology/Chemistry**, 2000

CONTINUED PROFESSIONAL EDUCATION

Crucial Conversations, Emotional Intelligence, Consultative Selling Skills, SPIN selling, Miller Heiman

October 6, 2015

Prairie Crossing Charter School
School Board - Parent Nominating Committee
1531 Jones Point Rd,
Grayslake, IL 60030

To whom it may concern

It is without hesitation that I recommend Angela Lewis for Prairie Crossing Charter School Board.

I have worked with Angie in both business and personal matters. I believe Angie to be a person of integrity, with strong moral values and a great deal of business savvy.

In hearing her talk about PCCS and her vision, I am sure she will do well to represent the interests of the school as a board member.

Best regards,



Bethany Costello

October 6, 2015

Prairie Crossing Charter School
School Board - Parent Nominating Committee
1531 Jones Point Rd,
Grayslake, IL 60030

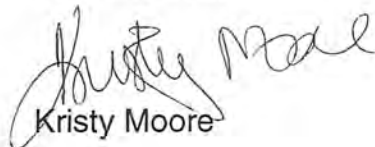
To whom it may concern

I am writing to offer my wholehearted support for Angela Lewis, candidate for the Prairie Crossing Charter School Board.

I have known Angie for 2 years, as a co-worker and team member in Global Marketing at Baxter Healthcare. From a personal perspective, Angie holds strong family values and a view that embodies the qualities that PCCS envisions and teaches. As a school board member, she will represent the families of the PCCS honorably and ensure that their voices are heard.

Angie has the common-sense approach and drive needed to make a difference in the future of the school. I believe she would make a great addition to the PCCS school board.

Best regards,


Kristy Moore

October 6, 2015

Prairie Crossing Charter School
School Board - Parent Nominating Committee
1531 Jones Point Rd,
Grayslake, IL 60030

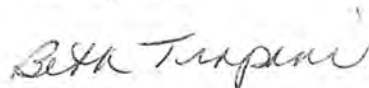
To whom it may concern

I am writing today to recommend Angela Lewis for Prairie Crossing Charter School Board. I have had the pleasure of working alongside her as we navigate complex situations at Baxter Healthcare, where he has been entrusted with a great deal of responsibility.

I have had the opportunity to observe Angie's professional skills as well as interpersonal style. She is consistently takes on all assignments with enthusiasm and dedication. Regardless of deadlines or other pressure, Angie drives for results.

She would do well as a member of the PCCS School Board.

Best regards,



Beth Trapani