
ELISABETH THOMPSON

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To Whom It May Concern:

I am a determined go-getter and a relentless trailblazer, having successfully launched Image Skincare, SkinPen, and Aerolase in Florida. My grit, hard work, and unwavering commitment to achieving and surpassing objectives consistently transform opportunities into success stories. With a personable and approachable demeanor, I have built dependable relationships while effectively managing partnerships with medical professionals, including plastic surgeons, dermatologists, orthopedists, and medical spas.

As you will note from the attached resume showcases my nineteen years of experience in the medical aesthetics industry, highlighting a valuable consultative approach and a diverse sales background with well-established cultivated lasting relationships and a strong presence among physicians, mid-level (PAs, NPs), nurses, aestheticians, and key opinion leaders. As a valuable networker, credible resource, and charismatic trainer, I founded the Aesthetic Association in 2008, expanding its reach across Tampa and Orlando, soon to Sarasota, Miami, and Jacksonville.

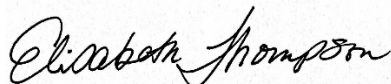
Being self-motivated, I am accustomed to achieving goals with minimal supervision, managing multiple priorities through a well-organized plan, and routing for success within my territory. My skills encompass lead generation, strategic existing business development, new partnership cultivation, high retention rates, effective closing, product demonstrations, training, and event management, always seeking win/win solutions for my partners.

My qualifications extend beyond sales and management. I am a licensed medical aesthetician, laser technician, and phlebotomist with a nursing education. I am comfortable with facial and body aesthetic procedures and platelet-rich plasma, which positions me as a strong contender and respected professional in our field.

Supervisors describe me as efficient, ethical, and an exceptional team player and leader. Partners appreciate my deep knowledge of the industry, enthusiastic and passionate presentation, and education style, recognizing me as a reliable and resourceful collaborator. With a positive attitude, industry contacts, and valuable experience, I am confident in my ability to contribute to and achieve your business goals and objectives.

I am eager to explore the opportunity to join your team!

Respectfully,



Elisabeth Thompson, LME, PBT, CPE, CME

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ABOUT ME

Award-winning sales acumen. Proficient in establishing rapport with diverse personalities, building customer credibility, and having high-level account management experience. Strong leadership and motivational skills backed by over 15+ years of experience in the medical aesthetic field. An effective communicator with a proven ability to tailor messages across various settings, from boardrooms to classrooms. I am skilled in closing, product launch, cold calling, sales training, product positioning, and contract negotiation.

KEY SKILLS

Sales Leadership & Team Management
Revenue Growth & Business Development
High-Level Contract Negotiation
Strategic Market Expansion & Partnerships
Product Positioning & Sales Strategy Execution
B2B Sales & Corporate Account Management
Profitability Optimization & Operational Strategy
Executive-Level Communication & Relationship Building

EXPERIENCE

CELLING BIOSCIENCES/Thermi, Biologics & DermaGenesis
Senior Area Sales Manager – Florida & Georgia
February 2024 – Present

- Led territory-wide sales operations, achieving 56% YOY revenue growth and earning 2024 Rookie of the Year recognition. Secured 8 major laser acquisitions.
- Developed and executed territory-wide sales strategies, leading to increased market penetration.
- Established a robust Key Opinion Leader (KOL) referral network to drive brand credibility and sales.

AEROLASE

Senior Area Sales Manager – West Coast of Florida
May 2022 – January 2024

- Drove \$1.7M+ in sales, closing 16 high-value laser acquisitions; Million Dollar Club.
- Designed and implemented sales training programs, enhancing team performance and quota achievement.
- Managed complex contract negotiations, securing deals exceeding \$300K per contract.
- Conducted VIP dinner events and supported monthly trade shows.

BELLUS MEDICAL/CROWN AESTHETICS

Field Sales Manager & Senior Territory Manager
January 2016 – April 2022

Education Director & Sales Manager – Orlando, FL
January 2012 – August 2014

- Spearheaded revenue growth of 42% YOY increase in 2021, 45% 2020. Rookie of the Year; Sales Rep of the Year; Circle of Excellence; 7x President's Club.
- Championed B2B partnerships, contributing to significant market share expansion and regional revenue growth.
- Led and mentored a team of sales professionals, providing field training and strategic sales coaching.
- Orchestrated peer-to-peer monthly workshops and VIP patient launch events.

EDUCATION

Altruistic Beauty School
Electrolysis & Laser Specialist

Keiser University & St. Petersburg College
Nursing

North Florida Cosmetology Institute
Facial Specialist

EQUIPMENT PROFICIENCY

HydraFacial
Microdermabrasion
Chemical Exfoliation
Microneedling
Dermablading
LightStim
Centrifuge
Woods Lamp
Platelet Rich Plasma (PRP)
Electrolysis
Cynosure Elite, Icon & Sculpture
Aerolase, Neo & Era
Candela E-Matrix, GentleMax
Sales Force/CRMs

CERTIFICATIONS

Microsoft Office Suite Programs
Customer Care Institute
Public Notary of Florida
Phlebotomy

ASSOCIATIONS AND SOCIETIES

Aesthetic Association, Inc., Founder
Associated Skin Care Professionals
South Brevard Junior League
Daughters of the American
Revolution
Women for Responsible Legislation

EXPERIENCE CONTINUED:

IREDALE MINERAL COSMETICS

Business Consultant – Georgia, North Florida, Central-South Florida & Caribbean

October 2014 – December 2015

- Ranked #1 Business Consultant Nationwide in 2015 for outstanding sales performance.
- Increased revenue by 113% YOY, executing targeted sales and business development strategies.
- Mentored and trained junior sales representatives, driving team-wide performance improvement.
- Provided 1:1 staff education & floor support.

IMAGE INTERNATIONAL SKINCARE

Educator & Territory Manager – Central Florida, Caymans, Turks & Caicos Islands

July 2008 – August 2014

- Grew territory from \$12k in 2007 to \$1.5ML in 2013; Million Dollar Club; Sales Rep of Year & 6x 100% Club.
- Conducted international distributor training and led large-scale sales operations across multiple territories.
- Managed and trained 356 accounts, averaging 8 new accounts monthly.
- Hosted monthly, quarterly, and yearly paramedical educational training classes and regular speaker at local aesthetic schools.
- Presented and wrote curriculum for 7 monthly training classes at a dedicated training center.
- Hired 3 employees to assist with calls to accounts, newsletters, and social media updates.

LASER SKIN REJUVENATION – DR. JASEN KOBABEL

Office Manager, Medical Aesthetician, & Laser Practitioner – Rockledge, Florida

July 2006 – August 2008

- Performed skin care analysis, treatment plans, microdermabrasion, chemical peels, and laser treatments.
- Developed office protocols, implemented point-of-sale systems, and conducted new hiring training.
- Organized and conducted local education workshops about skincare.

References Given Upon Request