



## OFFICE OF THE COUNTY EXECUTIVE

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JACKSON COUNTY COURTHOUSE

415 EAST 12TH STREET  
KANSAS CITY, MISSOURI 64106



### EXECUTIVE ORDER NO. 16-04

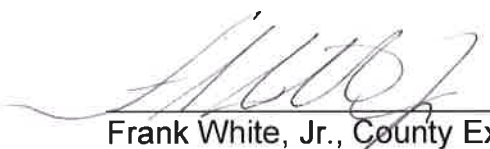
**TO: MEMBERS OF THE LEGISLATURE  
CLERK OF THE LEGISLATURE**

**FROM: FRANK WHITE, JR.  
JACKSON COUNTY EXECUTIVE**

**DATE: FEBRUARY 1, 2016**

**RE: APPOINTMENT TO THE TRUMAN MEDICAL CENTER BOARD OF  
DIRECTORS**

I hereby appoint Angela Cuffy Malone to the Truman Medical Center Board of Directors to fill the vacancy occasioned by the resignation of Jean Roth Jacobs, for term to expire June 29, 2016. A copy of Ms. Malone's resume is attached.

  
\_\_\_\_\_  
Frank White, Jr., County Executive

Date: 2/1/2016

**RECEIVED**

**FEB 01 2016**

**MARY JO SPINO  
COUNTY CLERK**



# Angela Malone

16904 E 44<sup>th</sup> Street, Independence MO 64055 • (631)879-2401 • [malone.angelamo@gmail.com](mailto:malone.angelamo@gmail.com)

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## EDUCATION

**FRANK G. ZARB SCHOOL OF BUSINESS HOFSTRA UNIVERSITY (AACSB AND MSACS), New York • May 2009**

Bachelor of Business Administration Major: Entrepreneurship/Concentration: Management  
Alpha Kappa Psi (Premier Business Fraternity)-Class President • Alpha Kappa Alpha Sorority, Inc.-Chapter President  
Hofstra Entrepreneurship Development Group  
Missouri Certified Real-Estate Agent

## KEY AREAS OF LEADERSHIP & SKILLS

Business 2 Business Sales • Customer focused • Leverages business insight and in-depth knowledge of territory to tailor business • Advanced knowledge of disease state • Advanced knowledge of competitor products • New Product Introduction • Client Relationship Management

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## PROFESSIONAL WORK EXPERIENCE

### **GlaxoSmithKline 2014-present**

#### **Kansas City Territory**

*Pharmaceutical company dedicated to improving the quality of human life by enabling people to do more feel better, live longer.*

Primary contact representing GSK products across a multitude of customer types Including Physicians, NP's, PA's, staff ect... Execute a plan focused on delivering value to our customers in a patient focused way. Utilize customer focused selling techniques to develop and maintain customer insight and deliver informative product presentation based on customer needs.

Demonstrate a high level of scientific knowledge of the pharmaceutical products, therapy area and competitive landscape. Collaborate with colleagues across the enterprises to execute against plans and deliver value to customers.

### **AstraZeneca, Missouri • 2013-2014**

#### **Kansas City Northland Territory/Independence/Kansas City**

#### **Professional Pharmaceutical Sales Specialist (Cardiovascular/Asthma/COPD Specialty/Acute Coronary Syndrome)**

*A global, innovation-driven, integrated biopharmaceutical company.*

Functioned independently on a team of 10 with a high degree of sales proficiency. Represented two products in a territory expanding a 130 mile radius. Developed superior product and disease state knowledge through 4 weeks of initial product training, continuous voluntary training including national, regional, and district product, managed care, and disease state calls and meetings. Creator of the Kansas City Affordable Care Act district calls. Built a mentorship line with 3 top performing sales representatives to further my development.

#### **Key Accomplishments:**

- Recognized by manager through gift card and money program for outstanding performance.
- Quarter 3 5% improvement in territory performance.
- Quarter 4 102% performance of goal.
- Received "Money Hat" at the end of the year to recognize outstanding performance out the Kansas City team.
- Training awards: Shining Star award (given to top rep out of 50 trainees), Top Trainee Simulations award (given to best rep during simulations training) Top Simulations team award.

### **Quintiles Pharmaceuticals servicing Takeda Pharmaceuticals Contract • October 2012-April 2013**

#### **Kansas City Northland Territory**

#### **Professional Pharmaceutical Sales Representative (Gastrointestinal specialty)**

*We help customers gain insight and access to their markets and ultimately demonstrate their products value to payers, physicians, and patients.*

Exceeded established sales goals 2 quarters in a row by delivering real value to 35 account customers in a 140 mile radius through

differentiated products and services. Demonstrated the ability to target and manage territory strategically while operating within an

assigned budget. Formulated an original territory routing and a 90 day business plan. Ability to recognize internal and external customer needs and successfully position customer products as solutions to Healthcare clinicians needs.

#### **Key Accomplishments:**

- Exceeded company sales goals for month of October.
- First representative out of 20 nation wide to accomplish maximum amount of incentive awards. Also first representative to receive a 5 star recognition certificate for outstanding performance from top Quintiles Project Manager for exceeding sales goals, excellent communication, territory preparation, and team leadership.
- Accomplished peek week of 140 scripts, which had not been accomplished for 6 months.
- Recognized by both project managers for outstanding communication, productivity, leadership, and contributions to the projects thus far.

**M&A Malone Holdings Group LLC/ Kansas City • May 2009- August 2012**

**Vice President (Property Manager)**

*Real Estate Investment Corporation (Small Business)*

Assist in creating rehab budgets for all projects, responsible for resell marketing efforts; advertising company property, acting as a point of contact for various home owner associations. Identify and pursue new business opportunities and property acquisition.

**Key Accomplishments:**

- Successfully manage all budgets, inventory control, contractor acquisitions, contracts, and all legal obligations.
- Assisted in the acquisition and resale of 15 single family residential properties.
- Networking; join and participate in various local organizations to create and cultivate a continuous client base.
- Creative thinking; creating leads through innovative uses of online and social media, personal and business websites.
- Client management; balancing an extensive list of client contacts and information to provide excellent service.
- Market awareness; perform competitive product and market evaluations on a consistent basis to provide updated

## Community Service Experience

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### **Hillary for America- 2015**

#### **Kansas City Volunteer/organizer**

Helped to coordinate events, held phone banks, and raise money for Hillary for America

### **Obama for Action Spring Fellowship program•2014-2015**

#### **Kansas City, Missouri**

#### **2014 Organizing for Action Selected Class**

*Volunteer program geared at recruiting the next generation of organizers into the progressive movement.*

Selected by Obama Fellow organization. Develops passionate new leaders in exploring a large scope approach to issue advocacy.

Designed to teach the best practices in the areas of community organizing, media relations, and grassroots fundraising.

### **Greater Kansas City Women's Political Caucus•2013-2015**

#### **Kansas City, Missouri**

#### **President**

#### **Secretary**

*The Greater Kansas City Women's Political Caucus (GKCWPC), and affiliate of the National Women's Political Caucus, is a multipartisan, multicultural, grass roots organization dedicated to increasing women's participation in politics and creating a power base designed to achieve equality for all women.*

### **Campaign 101•2013**

#### **University of Missouri Kansas City: Julie Warm, Ph.D. Program for Civic Engagement**

*Campaign 101 was nonpartisan political training series of classes.*

Educational topics included: Readiness to run, developing a campaign plan and articulating a campaign platform, Building your message and practicing speech skills, Leveraging the media and Social networking with campaigns, Speech and debate preparation, budgets and financing, developing a fundraising strategy,

### **Roxann Thorley for Independence City Council District 3•2013-2014**

#### **Independence, Missouri**

#### **Volunteer**

*Is the incumbent running for the City of Independence 3<sup>rd</sup> district council seat*

Key tasks include: Door-to-Door campaigning, petition signing candidate awareness.

### **Eileen Wier for Mayor Campaign•2013-2014**

#### **Independence, Missouri**

#### **Volunteer**

*Eileen Wier Independence 4<sup>th</sup> District Council member is running for Mayor*

Key tasks include: Door-to-Door campaigning, petition signing candidate awareness, voters signage organization, execution, and campaign meetings.

### **Obama Campaign for Change (Independence)•2012**

#### **Independence, Missouri**

#### **Volunteer**

*Obama Organizing for Action Group Independence Chapter*

Key tasks included: Cold Calling, ramping up awareness of issues and answering questions around voting location/time ect. Door-to-Door volunteering including, candidate awareness, signing up people to vote, and filling out voter cards. Attending meetings to connect with other Democrats in the community. Social networking though twitter and Facebook. Hosting debate night parties (signing up people to vote).

### **Carol Suter for State Representative Campaign•2012**

#### **Gladstone, Missouri**

#### **Volunteer**

*Carol Suter was a 2012 Democratic candidate for District 15 of the Missouri House of Representatives. Suter is the Mayor of the City of Gladstone.*

Key tasks included: Cold Calling, voting awareness and campaign awareness. Fundraising events. Constant Contact emailing. Attending candidate events including Planned Parenthood Pro-Choice workshop on defining your position, women's rights awareness and gaining votes.

### **Human Relations Commission City of Independence•2012-2016**

#### **Independence, Missouri**

#### **Secretary**

The duties of the Commission are to foster mutual understanding and respect among all ethnic, racial and religious groups, to discourage and prevent discrimination against any such group, or discrimination due to gender, age, handicap, or familial status and cooperate with federal, state and municipal agencies and non-governmental organizations with the purpose of effectuating its aims.

**Big Brothers Big Sisters •2012-2013**

**Independence, Missouri**

**Big Sister/ Easter Jackson County Big Brother Big Sister Board Member**

Cultivate and build relationship with little sister through volunteer activities. Participated in the successful efforts in opening up the first Big Brothers Big Sisters office in Independence, Missouri. Help to coordinate Big events in the Independence area.

**Other Affiliations**

- Metropolitan Community Choir of Independence-Member
- Director of Grace Point Community Church Praise Dance Ministry
- Grace Point Community Church Greater Ministry Director.
- National Association of Professional Women