



ANN VANDERSTEEL

Talented Business Development / Project Manager specializes in spearheading advanced technology projects from start to finish. Has successfully led teams in market development and business solutions projects for AT&T Wireless Services, one of the largest cellular providers in the nation. As an entrepreneur, consistently demonstrates aptitude for winning bids and contracts while effectively negotiating with vendors and building strong relationships with city and state officials. Skilled and well-versed in seizing business opportunities that generate revenue in highly competitive environments.

SKILLS

Ann Vandersteel is skilled in: Business Development, Contract Negotiation, Strategic Planning, Team Building, Sales, Team Leadership, Management, Public Speaking, Public Relations, SaaS, Budgets, Account Management, Solution Selling, Security, Coaching

- Team Leadership o Process Improvement o Negotiation / Vendor Selection
- Sales Effectiveness
- Project Management
- Real Estate
- Product Launches / Start-Ups o Training and Development
- Inventory / Cost Control

Executive Vice President Sales and Marketing Leading sales and marketing team in a new wholly owned subsidiary of [Emergent Health Corp.](#) Vibala is a network marketing company with the exclusive licensing rights for an [energy, fat burning and negative calorie drink](#) under the brand name [BalaBURN](#).

Responsibilities include branding, marketing, compensation plan, website development, contract negotiations with all vendors and investor presentations.

EMPLOYMENT HISTORY

August 2015 to Present (2016) - Vibala, Inc.
Executive Vice President Sales and Marketing

August 2015 to 2015 (5 months)
Sales Associate

March 2015 to Present - Warren Cleveland Realty Experts
Sales Associate

May 2012 to May 2014 - Firehorse Technologies, LLC
Principal Consultant

January 1997 to September 1999 - iTech Vision, L.L.C.-
Owner, Director Business Development

1991 to 1997 - AT&T Wireless Communications
Regional Wireless Data Sales Manager / Sales Team Manager / Senior Account Executive

EMPLOYMENT DETAILS

March 2015 to Present (10 months) Principal Consultant @ WOSB

WOSB Provide IT staff augmentation, project management, and virtualization services for large companies with multi-million dollar federal government contracts. Started and built business from zero to \$1.12M within two year period.

- Sought out, developed and delivered presentations to executive teams and decision makers which resulted in securing projects within healthcare, school, and governmental institutions.
- Hired technical personnel across various projects with direct accountability for quality workmanship that often required security clearance.
- Selected to serve on the Health Information Exchange Advisory Board, 2013.

May 2012 to May 2014 (2 years 1 month) Owner, Director Business Development @ Built start-up

Built start-up is a wireless solution business that supported two Sales Reps, three Engineers, and one Project Manager by spearheading marketing and selling strategies to successfully compete in Request for Proposal (RFP) government processes.

- Sold \$1M Public Safety Solution to Gainesville, Texas public sector.
- Collaborated with Police, Fire, and Emergency Medical Services teams to implement communication systems and ensure readiness of Y2K compliance.
- Scheduled meetings, delivered presentations, and developed relationships with city government officials including Mayor and

From January 1997 to September 1999 (2 years 9 months) Regional Wireless Data Sales Manager / Sales Team Manager / Senior Account Executive @ Recruited by Marketing Director to join McCaw Cellular One which soon merged with AT&T to become the largest cellular telecommunications company in the United States. Advanced across four positions over six year period, and successfully led sales teams, improved processes, designed strategic plans that continuously met or exceeded key performance indicators and quotas.

Regional Wireless Data Sales Manager (1996 – 1997) Promoted into leadership of direct and indirect sales channels in Central and South Texas involving multiple vendor products and comprehensive wireless solutions. Accountable for team performance of 22 Voice and Data Sales Reps as well as 2 Systems Engineers. Awarded National Circle of Excellence Award, 1996.

- Sold largest indirect wireless data account to City of Austin totaling \$2M. Represented AT&T Wireless in corporate and government bidding process against 50 other competitive bidders.
- Designed and implemented the Wireless Office Training Program, and facilitated training of 300 AT&T employees across various levels. Improved field time of reps, increased understanding of technology, and enhanced message verbalization with customers.
- Managed \$1M accounts collaborating with indirect hardware and software partners to ensure seamless integration of systems.

SALES TEAM MANAGER (1994 – 1996) Promoted to lead field sales team that grew from 5 to 10 Account Executives plus Sales Facilitator in Austin, Texas market. Within first year, achieved 211% of gross activation target.

- Developed “Virtual Office” procedures including measurement matrixes to improve field time for Account Executives through use of laptops and other field accessible resources. Rep productivity increased by 25%.
- Effectively reduced inventory balance by 15% while simultaneously achieving accessory and up-sell goals. Selected as Inventory Process Improvement Team Leader implementing methodology and best practices across Southwest, USA.
- Designed territory compensation plans

EDUCATION

1985 to 1989 - University of Colorado at Boulder
Bachelor of Arts Communications and Journalism

1983 to 1985 - Blair Academy
High School Diploma

1981 to 1983 - Tenafly High School

Alpine Public School - Elementary School

EMERGENT HEALTH CORP (EMGE) – SCRAPED ON 04/06-2022

Emergent Health Corp. develops and sells regenerative medicine, neutraceuticals, and phytonutritionals.

Its products comprise Vita-Stim, a nutrient that enhances the immune system, nourishes stem cells, and maintains health; Neuvitale, which nourishes stem cells and acts as a methyl donor to protect DNA; Hungarest, a diet aid that controls appetite in the brain and stomach; emergento2, water oxygenator, which increases oxygen in the blood stream; and products for reducing facial wrinkles.

The company distributes its products through health food stores, pharmacies, and various other retail outlets throughout the United States and internationally. Emergent Health Corp. is based in King of Prussia, Pennsylvania. As of August 26, 2014, Emergent Health Corp was taken private.

Emergent Health Corp (EMGE)

Other OTC - Other OTC Delayed Price. Currency in USD

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0.0080 -0.0010 (-11.11%)

At close: April 29 09:37AM EDT

[Summary](#) [Company Outlook](#) [Chart](#) [Conversations](#) [Statistics](#) [Historical Data](#) **[Profile](#)** [Financials](#) [Analysis](#) [Options](#)

Emergent Health Corp

10120 Valley Forge Circle
Suite 257
King of Prussia, PA 19406
United States
484-518-9000
<https://www.emergenthealthcorp.com>

Sector(s): **Healthcare**
Industry: **Drug Manufacturers—Specialty & Generic**
Full Time Employees: **6**

Key Executives

Name	Title	Pay	Exercised	Year Born
Mr. James W. Zimble	Chief Exec. Officer	N/A	N/A	1966
Mr. Gregory McCauley	Corp. Counsel	N/A	N/A	N/A
Mr. Marvin Segel	Director & CMO	N/A	N/A	N/A

Amounts are as of and compensation values are for the last fiscal year ending on that date. Pay is salary, bonuses, etc. Exercised is the value of options exercised during the fiscal year. Currency in USD.

BalaBURN is an ENERGY negative calorie, fat burning, weight loss drink. Clinically proven with 7 studies to increase FAT BURN by up to 93% & BURN CALORIES



Balaburn

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About

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<http://www.balaburn.com/>

Vitamins/supplements



Balaburn

April 5, 2016

Loving the #BURN when new friends ignite the best in both...welcome Bubba John Seafood LLC!

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Lanie Hoven

Bala BurnBURN Ignited my cleaning engines last night... I owe Balaburn for my sparkly bathroom!

