

Anne Hiles

1941 Cassia Road, Unit 101 • Carlsbad, CA 92011
760-717-8250 • achiles@gmail.com

Professional Experience

- Strategy** **Director of Competitive Traveler Pricing**, AMN Healthcare, Feb 2006 to current
- Guide the pricing strategy related to the Traveler compensation package.
 - Identify tactical and strategic pricing opportunities while maintaining corporate revenue and profitability goals.
 - Lead the design and management of the compensation plan for the Sales Department.
 - Forecast market trends and pricing opportunities through directing the collection and analysis of competitive intelligence.
 - Lead strategic initiative designed to maximize gross profit dollars by developing a consistent facility pricing methodology, process and tool.
- Management** **Competitive Payrate Contract Manager**, AMN Healthcare, Nov 2001 to Feb 2006
- Manage the Payrate Contract process for 6,000 client facilities.
 - Supervise as many as 5 full time employees.
 - Determine travel nurse payrates and benefits package.
 - Analyze sales initiatives.
 - Design reports and processes to increase efficiency.
 - Analyze competition and report to Senior Management on competitive landscape within industry.
- Sales** **Recruiter**, AMN Healthcare, June 2001 to Nov 2001
- Responsible for selling travel assignments to nurses and healthcare professionals.
 - Daily outbound call count of 80-100.
- Management** **U-Pass Project Coordinator**, Chicago Transit Authority Oct 1999 to March 2001
- Manage the U-Pass Program, the largest ridership initiative at the CTA.
 - Manage the semiannual on-site distribution process involving 22 schools and over 40,000 students, while recruiting new schools to participate in the program.
 - Oversee annual program budget of \$500,000.
 - Manage billing and collections.
- Supervision** **Public Relations Coordinator**, Association House of Chicago May 1999 to Oct 1999
- Managed the volunteer services program for more than 40 agency programs.
 - Recruited corporate and community volunteers for long and short term projects.
 - Responsible for placing/orienting volunteers, chairing and agency-side committee, writing a newsletter and organizing ongoing volunteer recognition.
 - PR duties included writing press releases for all agency events and cultivating and maintaining media contacts.
- Counseling** **Addictions Counselor**, Association House of Chicago, Oct 1994 to May 1999

- Provided assessment, treatment planning and counseling for children, adolescents and adults dealing with substance abuse, through individual, group and family counseling sessions.
- Provided advocacy, case management, crisis intervention and community outreach for new clients and those individuals identified “at risk”.

Education **Drake University**, Des Moines, Iowa, May 1993
Bachelor of Arts in History with Minor in Political Science

Awards

AMN Healthcare: President’s Circle Winner 2008