**Georgia Yianas**

**geoyianas@gmail.com** **630-440-5999**

**OBJECTIVE:**

**To obtain a position with a corporation where I can utilize my administrative, managerial, and sales skills to make a real contribution to its growth.**

**WORK EXPERIENCE:**

**AMITA HEALTH ENT: (2011-present) LEAD AUDIOLOGIST**

\*Provide audiological diagnostic evaluation of adult, pediatric, and special populations for 6 ENT physicians.

\*Adult and pediatric hearing aid evaluation, selection, and dispensing

\*Otoacoustic emissions and Auditory Evoked Potential (ABR) testing

\*Balance evaluations using videonystagmography (VNG)

\*Work with patients with Single Sided Deafness (SSD) as candidates for Bone Anchored Hearing Aids (BAHA)

\*Report monthly and quarterly sales reports, coordinate scheduling for 8 audiologists in 5 locations, lead monthly meetings, arrange training for staff and audiologists, coordinate equipment maintenance and calibrations, manage inventory

**Dr Terrence Loughlin: (2006-2011) part-time**

\*Manage audiology division: Diagnostic hearing evaluations and hearing aid fittings

**Head and Neck Associates: (2006-2009) part-time**

\*Diagnostic hearing evaluations, otoacoustic emissions, dispensing hearing aids, VNG testing

**Seven Bridges Hearing Center: (2006-2009) part-time**

\*Neuromonics evaluation and therapy

**Better Hearing Center: (2002-2007) OWNER**

\*Developed new business within an existing ENT practice

\* Introduced new equipment to better evaluate hearing concerns for patients

\* Expanded hearing aid portion of practice by introducing innovative digital technology

\* Coordinated with physicians, nurses, office staff and manufacturer representatives for increased efficiency and productivity

\* Responsible for daily accounting and monthly sales reports and sales projections

**West Suburban Hearing Center: (2001-2005) OWNER**

\*Developed new business within an existing rehabilitation clinic

\* Managed all aspects of hearing aid sales including profit margin analysis, contract negotiation, price quoting, invoice verification, scheduling, billing, collections, repairs, and inventory

\* Developed and promoted new marketing strategies to increase overall sales volume

**Starkey Laboratories: (1999-2001) Account Executive**

\*Introduced and trained new company software to new and existing accounts in the Chicagoland and Milwaukee areas

\*Developed and executed a business action plan to increase account revenues

**Sonus (1995-1999)**

\*Diagnostic and hearing aid evaluation, selection, and dispensing to adult populations

**MEDICAL MISSIONS: (2016-2021):**

**Worked with 3 organizations (Mayflower Medical Outreach, ENTHEOS, and Global ENT Outreach) to develop audiological services in underdeveloped countries around the world.**

**EDUCATION:**

**B.S. Communication Sciences and Disorders (Illinois State University)**

**M.A. Gerontology (Western Illinois University)**

**M.S. Audiology (Western Illinois University)**

**LICENSURE:**

**State of Illinois- Licensed Audiologist**

**Certificate of Clinical Competency in Audiology (CCC-A)**