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TOD C. ANDERSON DDS

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www.riodelmardental.com | www.checkyourbite.com

PROFESSIONAL SUMMARY

Seasoned Dentist with 12 years of experience diagnosing dental problems and conditions. Expertise in aesthetics, crown bridge, align, and implants with proficiency in reading and interpreting dental x-rays. Superb communication and interpersonal skills with colleagues and patients. Cutting-edge and updated on most recent dental innovations. Multi-talented Dentist/Entrepreneur consistently rewarded for success in planning and operational improvements. Experience in policy development and staff management procedures positively impacting overall morale and productivity.

SKILLS

- Business startup development
- Product Development
- Dentist
- Dentistry
- Internet Security
- Technologies
- Marketing
- Enterprise Software
- Networking
- Presentations
- Web site design and marketing
- Product Marketing
- Purchasing
- QA
- Research
- Scheduling
- White papers
- Troubleshooting
- Entrepreneurship expertise
- Entrepreneurial personality
- Entrepreneurial
- Patent process

WORK HISTORY

Teledentistry Entrepreneur | Check Your Bite - Aptos, United States

01/2014 - CURRENT

- Developed product and solution positioning, messaging by prospective buyer role and methods to overcome competitive objections.
- Supported marketing programs and campaigns with content and messaging to drive demand.
- Created, modified, and executed business plans to maximize client satisfaction.
- Engaged client executives to assess strategic business needs and challenges and translate business strategy into human capital opportunities with business impact.
- Conceptualized and designed abstract ideas, built plans, and delivered details to CMO.
- Developed and executed go-to-market plans and facilitated internal organizational readiness.
- Managed high-value existing and new business partnerships to deliver on objectives and maximize corporate revenue, support and awareness.
- Researched competitive solutions and maintained competitive market

comparisons and evaluations.

DENTIST AND CEO | Tod C. Anderson DDS Inc - Aptos, United States

11/2009 - CURRENT

- Communicated one-on-one with patients during consultative appointments to explain treatment plan and educate on upcoming procedures.
- Administered anesthetics and sedatives to control patients' pain and reduce stress for anxious patients during procedures.
- Interpreted X-rays to make accurate diagnoses and decisions about treatments.
- Improved patients' comfort by providing calm and professional care, explaining procedures, answering questions and carefully managing pain.
- Evaluated performance of all clinical staff to deliver constructive feedback and acknowledge strengths resulting in better working relationships and performance improvements.

DENTIST: | San Benito Health Foundation

01/2009 - 01/2010

- General dentist providing general dental services to Dental patients in rural health center clinic.
- Minimum of 20 patients seen a day, mostly Spanish speaking.

DENTIST | Soquel Family Dental

01/2008 - 01/2010

- Independent dentist contractor providing all aspects of dental services in a high-end cosmetic dental practice.
- Certified training: Dental Boot Camp treatment presentations, CEREC, Invisalign, DOCs, Lumineers, and Endodontics.
- (Please ask for dental production numbers).

MEDICAL REPRESENTATIVE | Merck Corporation

05/2002 - 08/2003

- Provided empirical data on pharmaceuticals for Cardiologist and Health Care Providers in Santa Cruz and Monterey County; this included scheduling, detail routing, and information on current pharmaceuticals, performance data, and building strong customer relationships.

SALES ENGINEER | WebEx Communications, Inc

02/2000 - 03/2001

- Technical lead for Fortune 1000 accounts, working with Major Accounts and Business Development, Product Marketing, and Engineering.
- My focus was on Internet Security, providing white papers, and training Account managers on the WebEx Communications Platform, Network, and Services.

DEVELOPER SUPPORT ENGINEER | Sun Microsystems

07/1997 - 07/1999

- Developer support and solutions for the Netdynamics Enterprise Application Platform; this involved troubleshooting installation problems on Unix, and NT, critical production down issues, internet/intranet application support, web server configuration, database issues, and Java Programming support.
- I also played a key role in interviewing and setting up support in the Pacific Rim during a three-month stay in Australia.
- Established and maintained key relationships with business stakeholders to promote future opportunities.
- Created technical workflows in wiki to promote education and training of newly hired employees.
- Resolved customer issues by establishing workarounds and solutions and by debugging and creating defect fixes.
- Collaborated with support team to assist client stakeholders with emergent

technical issues and develop effective solutions.

QA SOFTWARE ENGINEER | Cornerstone Imaging, Inc

01/1996 - 07/1997

- I was responsible for scanner driver testing, scanner troubleshooting, hardware configurations, benchmark testing for display drivers, and implementation of automated testing.
- I also provided MIS support for the hardware QA group and provided marketing with competitor benchmark test data.
- Recreated conditions submitted through client error logs to test performance under circumstances likely to reveal operating system compatibility issues and other desktop environment shortcomings.
- Searched for bugs in newly-developed aspects of existing web applications in sandbox environments, reporting errors to deliver complete functionality in time for launch date.

EDUCATION

UNIVERSITY OF SOUTHERN CALIFORNIA

Doctor of Dental Surgery:

Alpha Omega class president 2005/2006 Pediatric Selective 2005

UNIVERSITY OF CALIFORNIA SANTA BARBARA

2002

Bachelor of Science: Biopsychology

Research Papers: The Effect of Angiotensin II in the rat brain. The Effect of Estrogen and Progesterone on behavior. GPA: 3.2

LOS GATOS HIGH SCHOOL

1989