

 <p>CITY OF ST. CHARLES ILLINOIS • 1834</p>	<b>AGENDA ITEM EXECUTIVE SUMMARY</b>		<b>Agenda Item number:</b> IIB
	<b>Title:</b>	Recommendation from Mayor Lora Vitek to approve the appointment of Jon Bambalas to the Zoning Board of Appeals.	
	<b>Presenter:</b>	Mayor Lora Vitek	
<b>Meeting:</b> City Council		<b>Date:</b> April 1, 2024	
<b>Proposed Cost:</b> \$		<b>Budgeted Amount:</b> \$	<b>Not Budgeted:</b> <input type="checkbox"/>
<b>TIF District:</b> Choose an item.			
<b>Executive Summary</b> (if not budgeted, please explain):			
<p>Due to a vacancy on the Zoning Board of Appeals, Mayor Vitek requests favorable consideration of appointment of Jon Bambalas to the Zoning Board of Appeals with term ending 2028.</p>			
<b>Attachments</b> (please list):			
Resume			
<b>Recommendation/Suggested Action</b> (briefly explain):			
<p>Recommendation from Mayor Lora Vitek to approve the appointment of Jon Bambalas to the Zoning Board of Appeals.</p>			

# JON J. BAMBALAS

St. Charles, IL —

[linkedin.com/in/jonbambalas](https://www.linkedin.com/in/jonbambalas)

## EXPERIENCED BUSINESS DEVELOPMENT AND MARKETING EXECUTIVE

*Dynamic, client-focused sales & marketing leader with 25+ years of progressive role advancement*

- ◆ **High-Impact Leadership:** Proven success in recruiting, coaching and cultivating teams of sales professionals & marketers to reach peak productivity. Led new Business Development Division with Sales and Marketing responsibilities.
- ◆ **Peak Sales Performance:** Four year track record of 20% growth for flagship PRECISIONxtract product, Access Genius (\$30m product)
- ◆ **Marketing/Lead Generation Leader:** Experience with developing successful marketing and lead generation strategies to drive new business
- ◆ **Experienced Market Access & Payer Marketing Professional:** Developed & executed successful marketing strategies & tactics to confront brand challenges specific to Market Access/Payer Marketing.

## PROFESSIONAL EXPERIENCE

**PRECISIONxtract (Precision Medicine Group)** Chicago, IL

May 2019—Present

**SR. VICE PRESIDENT, BUSINESS DEVELOPMENT PVH PRODUCTS**

Developed and managed new Business Development division for Market Access Marketing Solutions Team with B2B responsibilities to pharmaceutical and life science companies. Responsible for delivering on sales growth targets.

- ◆ Drove double digit increase in sales revenue consistently since 2019; 2019= 21%, 2020= 20%, 2021=24%, 2022=20%, 2023=24%
- ◆ Delivered \$25M in Sales Revenue with 30 Pharma Clients, 105 Brands in 2022, on track for \$30M in 2023
- ◆ Developed an account-based marketing lead generation plan to engage with sales qualified leads; created internal processes to foster cross-sell opportunities
- ◆ Collaborated with Marketing and Innovation Leads to create new “go to” market products for digital marketing solutions
- ◆ New product responsibilities in 2023 include Omnichannel, KOL/DOL & Payer Data Solutions

**Takeda Pharmaceuticals America** Deerfield, IL

February 2018—June

2019

**PARTNER, OMNICHANNEL MARKETING**

Responsible for developing comprehensive strategic and tactical brand plans for neuroscience franchise patient/consumer marketing efforts. Specifically, developed and executed brand strategies, tactical brand plans and adherence programs.

- ◆ Collaborated with internal stakeholders, Brand Team & direct reports to develop a new digital ecosystem to support all patient multi-channel marketing efforts for Neuroscience
- ◆ Responsible for managing \$120 MM brand budget for neuroscience franchise
- ◆ Led execution of operational plan for tactical efforts related to successful patient adherence program & Drove strategic results by optimizing tactical plans through thorough analysis of data and measurement plans

**ASSOCIATE DIRECTOR, MARKET ACCESS & PAYER MARKETING**

July 2016 – February 2018

Internally recruited to pioneer and grow new multi-channel marketing (MCM) model for all Takeda Brands. Promoted to “Partner” role to specifically grow MCM model with payer marketing and market access strategies. Developed new cost & coverage platform while saving the organization \$3.5 million.

- ◆ Partnered with Takeda Brand Teams & Payer Marketing to leverage a multi-channel marketing model to address National & Regional Market Access business needs for the organization
- ◆ Developed a new Market Access “Cost and Coverage” platform for portfolio, resulting in more relevant and specific interactions with HCPs around managed care information; increased RAM productivity by reducing their marketing responsibilities
- ◆ Created strategic value proposition assets for Takeda portfolio; including QUALITY MEASURES, HEOR, HEDIS and FDAMA information; allowing for Takeda Account Managers to have more relevant, robust interactions with customers

**DIGITAL & MULTI-CHANNEL MARKETING MANAGER****March 2015 – June 2016**

Strategized cross-functionally across Takeda portfolio to drive patient, professional and digital marketing strategies.

- ◆ Strategized and deployed Marketing Plan for established brand, Rozerem. Re-positioned product in Medicare Part D, developed brand imperatives and tactics to optimize market value
- ◆ Strategized with Takeda Product Mangers to drive efficiencies & effectiveness across portfolio including savings card programs (McKesson) and prior authorization programs

**DISTRICT SALES MANAGER, MID-ATLANTIC & WASHINGTON D.C.****August 2011 – February 2015**

President's Club award winner for significant sales accomplishments in 2011 & 2012. Executed product launches in multiple disease states and launched a new sales team in 2014. Led and cultivated as many as twenty direct sales professionals selling as many as five different pharmaceutical products.

- ◆ Developed and executed specific territory plans and effectively planned strategies, projections and budgets. As a result, consistently ranked in the top 20% of Nation for Sales Results. Developed successful strategies for product launches
- ◆ Identified business development opportunities with Key Opinion Leaders (KOLs)
- ◆ Selected as Master Trainer to build and lead "Coaching Selling Skills Effectively" workshop at Sales Leadership Meeting. Delivered workshop focusing on Takeda Selling Model to 200+ Sales Managers from the main stage. Selected to serve as the Sales Training Lead for Northeast Sales Area

**SENIOR SALES TRAINER/TEAM LEADER****March 2005 – July 2011**

Primary Sales Trainer for 5 new product launches, Lead Trainer for both Home Office and Field Training, developed new Takeda Selling Model for field personnel which led to building new skill sets for Takeda Sales representatives.

- ◆ Experience with developing Sales Leadership Team, Sales Representatives and Account Managers
- ◆ Interfaced with Sales Leadership, Marketing Teams and MRL. As a result, built strong internal network within Takeda to address organizational needs. Selected as Lead Trainer for Takeda Mexico; Led to successful launch of Takeda's first Sales Leadership team in Mexico

**TAP Pharmaceuticals** Lake Forest, IL**June 2000 –****February 2005****SPECIALTY SALES REPRESENTATIVE & SALES REPRESENTATIVE**

Developed strategic partnerships with key opinion leaders and hospitals while promoting products specifically to gastroenterologists. Exceeded sales goal (Top 15%) and won President's Club.

- ◆ Promoted pharmaceutical products to Healthcare Professionals within a defined territory. Participated in regular leadership training activities. Consistently outperformed quotas by as much as 150%. Selected by management for the Management Training program as well as other specialized clinical training

**EDUCATION, CERTIFICATION & TRAINING**

**BACHELOR OF ARTS IN MARKETING**, North Central College, Naperville, IL

**Certifications & Training:** Situational Leadership II Training Program|| Takeda EMPOWER & Takeda Leadership Institute || Certified Medical Representative|| DRG Acct Manager Training