

Otha S. Proctor

SENIOR EXECUTIVE

Details

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Skills

Medical Sector Sales
Client Negotiations
Client Opportunities
Key Account Relationships
Business Development
Strategic Consulting
Initiatives
Platforms And Trainings
Leadership
Project Management
Cybersecurity
Policies & Compliance
Social Media & Public
Relations



Links

[website - ARCNetUSA.AI](http://www.ARCNetUSA.AI)

Professional Summary

Senior sales and business development professional with over 30 years of experience in client relationships, emergency management, consulting, and technology initiatives. Proven skills in professional sales to medical businesses, client negotiations, and public-private partnerships. Successfully led national commission efforts for 16 months in the American Express Medical Division, overseeing four card-product campaigns and training new hires.

Experience

General Contractor at State of Utah

2023 – 2026

- Developed augmented reality and AI applications to enhance emergency management capabilities, focusing on innovative technology solutions.
- Executed strategic consulting initiatives for both public and private sectors, fostering key account relationships and enhancing community resilience.
- Coordinated project management efforts to ensure effective stakeholder engagement and accountability in emergency response initiatives.

ARCNetUSA.AI / Emergency Management at Private Sector Partnerships - Building Community Resiliency

2016 – PRESENT

- Directed business development initiatives to establish private-sector partnerships, enhancing community resilience through strategic consulting in emergency management.
- Built and maintained key account relationships by fostering trust and communication, ensuring alignment with organizational needs.
- Engineered technology platforms, including augmented reality and AI applications, to support training and operational readiness in emergency management.
- Developed brand identity and digital presence through website and social media strategies, increasing visibility and engagement within the community.
- Delivered comprehensive training programs that equipped stakeholders with the necessary tools and knowledge for effective emergency response.

Professional Medical Sales at American Express / Medical Division

2006 – 2011

- Promoted the top seven card member products for small medical businesses, hospitals, and corporate spending solutions, enhancing client opportunities.
- Trained new hires extensively, equipping them with the skills necessary for effective sales in the medical sector.
- Managed the Southern California division, leading four successful card-product campaigns that strengthened key account relationships.
- Achieved national commission leader status over a 16-month period, demonstrating exceptional performance in professional sales.

Emergency Management / Consultant

1990 – 1998

- Developed and maintained key account relationships across public and private sectors, enhancing collaboration on compliance and safety mitigation initiatives.
- Delivered EMS training and preparedness messaging, effectively communicating critical information to diverse audiences.



Education

Bachelor of Science Degree, Southern Utah University

1998 – 2006

Information Systems Business Education / English Minor

Master's Interdisciplinary Studies, Southern Utah University

2026

Non-Profit Management / Communications

Master's Degree Cyber Security, Southern Utah University

2024

ISC 2 Cybersecurity Certification

PRESENT

Adobe Certified Professional

2022

Bachelor of Science IT / Business Education / English Minor, Southern Utah University

1998 – 2006

Human addiction to technology is absolute; and software platforms are not the correct methodologies to construct professional relationships. Cultivating partnerships comes through trust, longevity, and face-to-face interactions. Computers and social media are just tools to present information and for making introductions. Online interactions were never meant to negotiate intellectual properties or close a deal involving business cultures and their products. That is my job!