

# **Lori M. Jacobson**

**Lorij@georgeandco.com**

**508-753-1400**

## **Broker / Appraiser CV**

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### **George and Company**

2007 - Present

Senior Broker – Responsibilities include the analysis, appraisal, brokerage and sale of small to medium sized businesses. Lori has appraised and sold dozens of various businesses throughout the New England area. Her areas of expertise include food & beverage, service industries, small manufacturing and distribution.

### **LJEWELS Custom Jewelry & Website Designs - Entrepreneurial Endeavor:**

2006 – Present

Lori designed, created, marketed and sold therapeutic jewelry and web site design services to individuals & businesses

### **SPECIALTY PHARMACEUTICAL SALES REPRESENTATIVE, TRAINER**

July 2001 - Aug. 10, 2006

*King Pharmaceuticals, Bristol TN – Endocrinology Division*

- In September 2005 she had an overall portfolio-weighted attainment of 106.4%, with her Altace numbers above the district, region and the nation.
- Lori was the district trainer for Sales Force Automation (SFA) for 3 years,
- Lori was selected to lead a SFA training class at a National meeting in Las Vegas.
- One of only a select few nationally selected to set up and represent King Pharmaceuticals at many national medical conventions
- In 3 months Lori increased Levoxyl TRXs by 150% and was in the top 2% of the nation out of 260 reps.
- In one quarter, she increased new RXs for Tigan by 300%.
- Received award of appreciation for outstanding performance with product growth in New England.
- Top 10% of sales for the nation

### **SENIOR ACCOUNT EXECUTIVE,**

1999 – July 2001

*Lightship Telecom & FairPoint Communications, Worcester, MA*

- Within an 8-month period, she developed and maintained a customer base of over 200 businesses providing them phone, data, web site development and hosting services.

### **RESEARCH LABORATORY, MOLECULAR GENETICS AND MICROBIOLOGY**

*University of Massachusetts Medical Center Internship, Worcester, MA*

1997 - 1998

- Lori worked in the MGM lab, preparing and testing samples researching the E-coli bacteria.

## **EDUCATION**

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### **CONTINUING EDUCATION:**

New England Business Brokers Association

International Business Brokers Association

Institute of Business Appraisers, Inc.

### **BACHELOR OF SCIENCE IN BIOLOGY, 3.7 GPA**

*Fitchburg State College, Fitchburg, MA*

Graduated 1998

- Minors in: Chemistry & Spanish (studied in Spain for 2 months, & have maintained my language skills)
- Computer Lab Monitor (assisted students in all programs and computer projects).
- Student Tutor for Science and Mathematics (reinforced her education by teaching others).
- Maintained an above average GPA while working to support her education additionally by bartending for years.

## **ACKNOWLEDGMENTS**

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- Recognized for her involvement in various charities and community events.
  - Graduated from college with High Honors (overall 3.7 GPA).
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