

# Karen Sommerfeld Marchelletta

## EDUCATION

- University of Miami Graduate School**, Coral Gables, FL  
M.S. Applied Health Sciences Completed  
May 1981  
*Area of Specialization: Exercise Physiology and Athletic Training*
- Temple University Graduate School**, Philadelphia, PA  
Teaching Certification in Health and Physical Education Completed  
May 1977
- Temple University**, Philadelphia, PA  
B.A. Exercise Physiology Completed  
May 1974

## AREAS OF PROFESSIONAL CERTIFICATION

- Senior Professional Healthcare Representative, Certified Medical Representative
- American College of Sports Medicine Certified Clinical Exercise Specialist
- National Alliance Certified Cardiovascular Technologist
- American College of Sports Medicine Certified Exercise Test Technologist

## RECORD OF EMPLOYMENT

- Medical Fitness Concierge, Inc.**, Palm Beach Gardens, FL  
*Owner and Director*, 2008 - present  
Consultant and Clinical Exercise Physiologist for the Hanley Center: design, coordinate and supervise all aspects of their physical fitness programs, tailoring activities to each individual patient  
Work with physicians and medical professionals to counsel their patients and develop exercise prescriptions for the prevention, treatment, and management of chronic health conditions
- Pfizer Pharmaceuticals**, West Palm Beach, FL  
*Vista Rx Division Sales Representative*, 2003 - 2008  
2006: Member of Regional Leadership Council  
2005: Inducted into Elite Masters Program – a mentoring program for training new sales representatives  
2003: Winner Vista Rx Southeast Regional Performance Award
- Pratt Division Sales Representative*, 1990 - 2003  
1999: District Sales Representative of the Year, Circle of Excellence Award Winner, Winner's Choice Contest Winner, Member of Regional Leadership Council  
1995: Regional Sales Representative of the Year, District Sales Representative of the Year, Circle of Excellence Award Winner, Vice President's Cabinet Award Winner, Top Performer Award  
1994: District Sales Representative of the Year, Circle of Excellence Award Winner, Eagle Club Award Winner, Zolof Master Award Winner  
1993: District Sales Representative of the Year, Pinnacle Club Award Winner  
1992: Zolof Master Award Winner
- Excellence in Fitness, Inc.**, Palm Beach Gardens, FL

*Owner and Director, 1989 - 1990*

Consultant to hospitals and physician groups in designing and implementing relevant therapeutic programs for physical training, medical fitness, cardiac rehabilitation, and preventative medicine

**Palm Beach Gardens Medical Center and Heart Institute, Palm Beach Gardens, FL**

*Program Director, 1983 – 1989*

Director of Phase I, II, & III Cardiac and Pulmonary Rehabilitation, Director of Medical Fitness, In-patient Education Coordinator

**North Broward Cardiac Rehabilitation Center, Pompano, FL**

*Program Director and Exercise Physiologist, 1982 – 1983*

Developed and administered a cardiac rehabilitation program utilizing the implementation of exercise testing, exercise prescriptions, and patient monitoring

**Mount Sinai Medical Center, Miami Beach, FL**

*Preventative and Rehabilitative Exercise Specialist, 1981 – 1982*

Designed, coordinated and supervised all aspects of employee health and physical fitness programs

Exercise Technologist in Cardiac Exercise Laboratory, performing physiological screening to detect and correct cardiovascular and/or musculoskeletal limitations