



DBHDD

### Mental Health, Developmental Disabilities & Addictive Diseases Advisory Council

#### APPLICANT INFORMATION

Name: Alden Brown

Current address: [Redacted]

Apartment/Suite Number:

City: [Redacted]

State: GA

ZIP Code: [Redacted]

Region Number: 3

Race/Ethnicity (optional): Black

Gender (optional): Male

County of Residence: DeKalb

Day Phone: [Redacted]

E-Mail: [Redacted]

Evening Phone: [Redacted]

Fax Number:

Cell Phone [Redacted]

Best Way to Contact You: Cell

#### ADVOCACY/PROFESSIONAL GROUP EXPERIENCE

Please list any current or past associations with advocacy and/or professional groups working in the area of behavioral health or developmental disabilities including any positions held (attach separate sheet, if necessary):

I previously worked with Nami support groups in Region 3 supporting programs such as Choices In Recovery providing strategies in helping mental health patients to stay in recovery. The additional program was the Step Up Program which created awareness in helping mental health patients within the prisons and jails. We worked to establish legislation to prevent the termination of patient insurance. I currently continue to provide programs with Medicare Part D and low income subsidiary programs. I help Region 3 community service boards understand the eligibility and criteria process for coverage. I have conducted over 100 educational programs on mental health disorders.



**ATTESTATION OF REGIONAL ADVISORY COUNCIL MEMBER**

The purpose of this document is to certify that I am eligible for appointment to the Region 3 Regional Advisory Council.

I Alden Brown, do solemnly affirm the following:  
Print Name

- Please list all of your employers and boards that you have been a member of in the past two years (to present)  
Johnson & Johnson (Janssen Neuroscience Division)  
Sandstone Estate POA Board (President 2015-2018)

- I am not the spouse, parent, child, or sibling of a council member of the Advisory Council or of any of the members or employees mentioned above on this list
- I have no motivations of private or personal interest that would make my appointment improper or appear improper
- To my knowledge neither my spouse, parents, children, or siblings are members of the DBHDD Regional Advisory Council for which I am applying, nor are they employees or board members of any entity that contracts with or receives funds from the DBHDD, DHS, OR DPH. To address any concern on this matter, I can call DBHDD Office of Statewide Community Relations at 404-463-7161.

The Advisory Council(s) is created by a law passed by the General Assembly, O.C.G.A. 37-2-5 and operates under the authority of the Department of Behavioral Health and Developmental Disabilities with membership appointed by the County Governing Authorities.

**SIGNATURE**

I authorize the verification of the information provided and agree to the request of any additional information. I have received a copy of this application.

Signature of Applicant: [Signature]

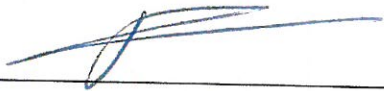
Date: 8/5/2019

**IMPORTANT:** Please return completed form to local Field Office.

Region 3 Field Office  
3073 Panthersville Road, Building 10, Decatur, Georgia 30034  
404-244-5050 Office

Approver	Date
Mark Green: Human Resources Director	12/14/2016
Anne Akili, Psy.D.: Policy Director	12/13/2016
Angela Jones, MHA: DD Policy Coordinator	12/13/2016

**Regional Advisory Council Member Acknowledgement**

 _____	<u>8/5/19</u> _____	<u>Alden Brown</u> Member Name Printed <u>3</u> _____
<b>Signature</b>	<b>Date</b>	<b>Region</b>

*Acknowledged as reflected in DBHDD Regional Advisory Council Advisory Council Bylaws, Article V, Section 5.12 Ethics.*

## ALDEN BROWN



**OBJECTIVE:** To work with the Department of Behavioral Health and Developmental Disabilities to identify community needs and gaps in the current DBHDD service system and to make recommendations on their findings.

**PERSONAL  
ATTRIBUTES:**

**Top Five Strengths:** Learner, Strategic, Positive, Relator and Maximizer.

**Skill Sets:** Strong Interpersonal Skills and Business Strategist, Goal-Orientated and Result-Focused

**Passions:** Winning Attitude, Reliability and Accountability

**Motivators:** Family, People and Impact

**ACHIEVEMENTS:**

- 2019 Senior Executive National Sales Specialist – Brand Marketing Liaison for the District. Improving communication channels with patient resources. Manages hospital accounts, community mental health clinics, and private practice providers providing educational product training.
- 2018 District Culture Lead – Supported the Southeast Region rollout of The OZ Principles focusing on effective accountability to achieve greater sales results Also, Lead with your Strength & Balcony Basement focusing on having positive collaborating and team collaboration. Supporting MDM growth strategy within the jails & prison initiative in the second half of 2018.
- 2017 New Territory Alignment. District Culture Lead- Building and improving effective communication within the team. Encore Award for the role of the OZ principles. Received 2 High Fives for effective business partnering with the SOC. Regional recognition from the Southeast MDM supporting 3 Care Transition programs within the priority accounts. Provided vacant territory coverage for the Savannah and Valdosta. Hospital Formulary win with West Central Hospital and Central State Hospital with Invega Trinza. Ranked 5<sup>th</sup> in the Nation out of 220 representatives and 1<sup>st</sup> in the S.E. Region Q1&2-2017. Territory realignment 3<sup>rd</sup> and 4<sup>th</sup> quarter 2017.
- 2016 New Territory Alignment. Eagles Summit Recipient – District lead supporting all regional initiatives. Rolled up the Triggers initiative for the district lead for the Brand Team. JNJ Veteran’s Leadership Counsel. Supported all home office initiatives. PMH lead for the Southeast Region. Created, Implemented & Completed 4 Regional PMH Targeting Medicare Part D webinars for the Southeast Region. Created and implemented the Core Service Providers growth strategy for Georgia. This growth strategy was fully funded and implemented by the company. This growth strategy lead to 2 new hire expansions. Formulary win with Dublin, VA for Invega Trinza. Encore award for supporting HPAD and Nomi with convention in Savannah, GA.
- 2015 Southeast Regional PMH Lead – coordinated 6 Regional Xcenda Webinars for Medicare Part D and LIS. Research and Developed the Georgia growth strategy for the jail and prison diversion programs. Build the foundation for the mental health courts in Georgia. JNJ veterans Leadership Counsel. Coordinated HPAD Meetings with Key Influencer in mental health. Coordinated the Step Up JNJ initiative with HPAD for Fulton, DEKALB, and Clayton counties. Provided Vacant Territory coverage for Savannah, GA Territory

1997 Ranked 4<sup>th</sup> in the country in Hospital Sales out of 44 hospital representatives  
1992 – 1996 Five hired company referrals and ranked in the top 15% of the company

**EXPERIENCE:**

2/98 – Present

**SR. EXECUTIVE AREA BUSINESS SPECIALIST**, Janssen, Neuroscience Division  
Titusville New Jersey, 08560; Macon Territory

Responsibilities: Servicing 135 physicians within institutions, clinics, and private practices in the Macon, GA Territory while promoting the company's key CNS products. Former Business Analytics advisor to the region and district by evaluating market-share trends, while training and supporting the region and districts on business updates and new company campaigns.

Previous Responsibilities 2007-2010: Conducted work-with sessions with representatives; trained new hires, as well as recruiting new candidates; coordinated speaker programs for the region and district; assisted District Manager in conducting meetings and managing medical conventions.

2/97 – 2/98

**PROFESSIONAL HOSPITAL SALES REPRESENTATIVES**, McNeil Consumer HealthCare Company, Fort Washington, PA 19034 Cleveland, OH, Pittsburgh, PA, and Buffalo, NY Areas

Responsibilities: Serviced 14 medical teaching hospitals through residency programs which include over 1500 residents, 400 attending staff physicians, and several hundred nurses by conducting in-services on McNeil's 13 formulated products and developing speaker programs to increase product pull through while maximizing sales.

Additional Responsibilities: Managed 13 hospital-approved products and presented new products to key pharmacists and physicians to gain hospital formulary approval.

1/92 – 1/97

**PROFESSIONAL SALES REPRESENTATIVE**, McNeil Consumer HealthCare Company, North Carolina and Atlanta, GA areas

Responsibilities: Serviced 305 medical physicians in the Atlanta, South/North Carolina East Territories while promoting the company's key brand products and influencing the physicians' recommendation habits to increase territory market share for the company.

Additional Responsibilities: Called on 63 pharmacies and 6 hospitals within the Atlanta, South/North Carolina Territories insuring 100% product distribution.

**EDUCATION:**

**GEORGIA TECH MID-MANAGEMENT PROGRAM**

GEORGIA TECH, Atlanta, GA 30338

**BACHELOR OF BUSINESS ADMINISTRATION**

GEORGIA COLLEGE, Milledgeville, GA 31601

Major: Business Administration

**ASSOCIATE DEGREE IN GENERAL STUDIES**

GEORGIA MILITARY COLLEGE, Milledgeville, GA 31601

**AFFILIATIONS:**

Member of Kappa Alpha Psi Fraternity, Inc.

Certified Kauffman Foundation Entrepreneurship Facilitator

NFTE – National Foundation for Teaching Entrepreneurship

**REFERENCES:**

Furnished upon request