



April Gallelli, DE

Business Development Representative

BACKGROUND SUMMARY

April Gallelli is a Business Development Representative at The ProAction Group, where she leverages a unique blend of entrepreneurial experience, operational insight, and a passion for building authentic relationships. With a career spanning business ownership, client service, and operational support, April is known for her empathetic approach and her ability to connect with clients and colleagues alike. She has an insightful and collaborative work style, listens actively, communicates honestly, and is committed to helping organizations achieve transformational growth.

SELECT EXPERIENCE

Account Management
Entrepreneur & Business Owner

CORE COMPETENCIES

Business Development & Client Acquisition
Relationship Management
Customer Service Expertise

EXPERTISE & ACHIEVEMENTS

- **Entrepreneurial Leadership:** Founded and operated an electronic medical billing business, managing claims for 75 insurance companies and collaborating with primary care physicians.
- **Client Service:** Over 30 years of experience in high-touch service environments.
- **Relationship Building:** Recognized for her ability to engage prospects through personalized outreach and thoughtful follow-up, fostering trust and long-term partnerships.

PROFESSIONAL HIGHLIGHTS

Medical Billing Business: April managed all aspects of a medical billing business, from client acquisition to claims processing and revenue optimization. She built and maintained a loyal client base while increasing revenue collection and simplifying complex operations for her clients. In this and other roles, April provided outstanding customer service in B2B and retail environments.