


APPLICATION FOR APPOINTMENT – Martin County Value Adjustment Board – Please Print

 **Type of Member:** The citizen must own homestead property within Martin County, may NOT be a member or an employee of any taxing authority, and may NOT be a person who represents property owners in any administrative or judicial review of property tax.

Check One: ☐ Mr. ☒ Mrs. ☐ Ms. ☐ Miss ☐ Dr.

RECEIVED

By Donna Gordon at 7:46 am, May 12, 2025

Name: Tarah Lamour

Residence Address: 3445 SE Court Dr. Stuart, FL. 34997

Street - City - Zip Code

Mailing Address: _____

(if different)

Street - City - Zip Code

Commission District in which you reside: 2^{dg} Staff will complete.

Are you available year round to attend meetings? ☐ yes ☐ no If **no**, what months **are** you available?

Telephone numbers: daytime: (772) 284-7984 alternate: _____ alternate: _____

~ Area Codes are considered 772 unless you note otherwise.

EMAIL: tarahlamour@gmail.com

Have you ever pled guilty or “no contest” to a crime, been convicted of a crime, had adjudication withheld, prosecution deferred, been placed on probation, received a suspended sentence or forfeited bail in connection with any offense (except minor traffic violations)? Please show all convictions, including driving while intoxicated (DUI) convictions. ☐ yes ☒ no If yes, please provide the following information:

TYPE OF OFFENCES: _____

DATES: _____

PLACES (city/state): _____

SENTENCES OR FINES: _____

A conviction record does not necessarily disqualify you for consideration. Factors such as age at time of offense, nature of violation, and rehabilitation will be considered. The Martin County Board of County Commissioners retains the right to remove, at will, any appointee to a Board or Committee with or without cause.

- Address of homestead property in Martin County if other than Residence or Mailing address:

→ CONTINUED →

EDUCATION/EXPERIENCE: A resume is recommended to be attached containing this and any other information that would be helpful to the Board in evaluating your application. Resume or letter of qualifications attached? ☒ yes ☐ no

Education: Masters Degree - FAU

Employment Experience: Dental hygienist, General manager - distribution

Other experience you feel would be helpful to the Board in making this appointment: _____

Community Experience and Affiliations: _____

Other County Boards/Committees/Task Forces on which you have served: _____

BOD - secretary - Stand Up Foundation

BOD - FDHA

Do you or any member of your immediate family work for Martin County or hold a position that might conflict with your duties for this Board/Committee/Task Force? If yes, please explain: _____

REFERENCES: Please list two references:

- Appointee *may* be required by State Law and County Ordinance to file a Financial Disclosure Statement as part of the appointment process.
- Under penalties of perjury, I declare that I have read the foregoing and that the facts stated in it are true. (Pursuant to Section 92.525 Florida Statutes, falsifying this application is a Third Degree Felony punishable by up to five years imprisonment and up to a \$5,000 fine.)
- Florida law prohibits an advisory board member from doing business with its agency (the County). Section 112.313(3) and (7), Fla. Stat.



Signature: _____

Date: 5/12/2025

Applications must be filed with Martin County Administration, 2401 SE Monterey Road, Stuart, Florida 34996 **by Friday, May 23**, 2025. All information submitted becomes public record. If you have any questions, please call (772) 221-1352 or send email to dgordon@martin.fl.us.



TARAH LAMOUR

DIRECTOR OF SALES

Proven success in utilizing strengths in leadership, strategic planning, and effective communication to achieve corporate objectives

PROFILE

Accomplished, results-oriented sales leader, with extensive experience in operations management, business development, strategic planning, product management, and human resources that are expandable for local and international growth. Successfully managed multi-million dollar budgets, optimized operations, and expanded market share driving significant revenue growth. Skilled in building and maintaining strong client relationships, negotiating complex deals, and leading high-performing teams. Exceeded targets consistently by leveraging strong leadership, strategic sales initiatives, and effective team management. Proven record of effective short- and long-range tactical planning and improving operational processes to reduce shrink and achieve optimal profitability.

PROFESSIONAL EXPERIENCE

REGIONAL MANAGER

HENRY SCHEIN, FOR LAUDERDALE, FL, 2021-Current

- Managed \$100+ MIL P&L increasing financial performance and ensuring expenses remained within budget to obtain operational goals - top tier center for overall contribution.
- Oversaw daily operations and team of 20+ sales professionals, effectively stimulating productivity and increasing +6% YoY in revenue.
- Penetrated market segments with targeted initiatives, increasing customer base by +6% with attrition and contributing to +4% increase in market share YoY.
- Consistently exceeded sales targets by +100% through effective client relationship management and solution selling.
- Negotiated deals, including contract management, brand management and customer service accountability, contributed to a 6% increase in sales YoY.
- Led team at trade shows, industry conferences and customer selling events, building high network contacts, resulting in new business generating \$2+ MIL in revenue YoY.
- Improved sales cycle efficiency by 7+ per week and optimized resource allocation through data-driven insights.
- Created sales forecasts and detailed strategies that achieved growth across entire portfolio of services.
- Received superlative rating during annual review receiving +115% MBO YoY

REGIONAL SALES MANAGER

HENRY SCHEIN, FT LAUDERDALE, FL, 2020-2021

- Lead regional sales force and developed sales strategies to cross sell unique products and services across multiple business categories
- Utilize knowledge of business workflows to determine and position value-added solutions to promote growth.
- Prepared monthly sales reports showcasing sales volume, potential sales, risks and opportunities
- Reviewed market analyses to determine customer needs and market potential.
- Received superlative rating during annual review receiving 112% MBO.

PRACTICE DEVELOPMENT CONSULTANT

HENRY SCHEIN, FT LAUDERDALE, FL, 2017-2020

- Generated \$500,000 in annualized new client billing within 12 months.
- Executed 300+ practice analysis consultations and delivered 40+ speaking engagements.
- Received superlative rating during annual review receiving 95% MBO for two consecutive years.
- Managed 25+ client base while working simultaneously with sales team.
- Implemented operational systems monitoring critical practice KPIs ensuring
- 38% average increase in profitability for practices with annual revenues of \$800k-10 MIL
- Developed multi-site DSO 360 operational systems and training modules for leadership development, organizational development overhead strategies, acquisitions.
- Selected by Director of Sales to attend invitation only Leadership in Training due to high achievements and managerial skill set.

DENTAL HYGIENIST

HEARTLAND DENTAL, STUART, FL, 2016-2017

- Clinician/mentor encouraging and strengthening production and collections throughout various practices.

BUSINESS DEVELOPMENT MANAGER/DENTAL HYGIENIST

TURKE ADVANCED DENTAL ARTS, PALM CITY, FL, 2013-2016

- Initiated dental hygiene periodontal protocol and increased profits by over 60% in a 6 month period.
- Promoted to business manager based on strong output and work performance.
- Increased practice production from \$450K to \$1 Mil within 18 months.
- Supervised staff and oversaw daily office operations.
- Built HR policies and training decks for team capacity building
- Implemented quality assurance programs, clinical programs, administrative systems.

🏠 3445 SE Court Dr, Stuart, FL, 34997

📞 772.284.7984

✉ tarahlamour@gmail.com

in www.linkedin.com/in/tarahlamour

EDUCATION

Master of Health Administration

Florida Atlantic University
ACHE 2016 Case Competition
2016

Graduate Certificate Nonprofit Leadership

University of Florida
2016

Bachelor of Science Dental Hygiene

St Petersburg College
National Dean's List
2009

Associate of Science Dental Hygiene

Indian River State College
Class President
2007

CERTIFICATIONS

Florida Atlantic University: Lean Six Sigma Green Belt (2016)

Florida Department of Health: License Number DH19825 (2007); Local Anesthesia (2013)

Dental Assisting National Board: General Chairside (2004); Radiography (2004)

American Heart Association: CPR Healthcare Provider (2004)

COMMUNITY SERVICE

FDHA District Trustee Board of Directors (2018)
Stand UP Foundation Board of Directors (2014)
Belize Dental Mission Project (2010)
Big Brothers/Sisters of Martin County (2007)
Alzheimer's Association (2007)
Head Start (2005)

AFFILIATIONS

ACHE (2015); Florida Public Health Innovation (2009); Palm Beach Oral Health Coalition (2009); ADHA (2007); SADHA (2005-2007)

SKILLS

Salesforce, Microsoft One Drive, SharePoint, Power BI, Excel, SAP, Data Analysis, NES