



SARAH LATYN

National Account Manager

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BIOGRAPHY

Sarah Latyn, National Account Manager at BedBug Central, has been passionate about both bugs and helping people for as long as she can remember. She received her Bachelor of Arts degree from Rutgers University in Biological Sciences with a minor in Entomology in 2011. After graduation she primarily performed extensive QA and validation work for a laboratory for 5 years. In 2015, she returned to Rutgers University to earn her Master of Business and Science degree with a focus on Global Agriculture as a means to address food insecurity throughout the world. She came to BedBug Central in 2018 eager to return to her love of insects and focus on the affordable housing market as a means to help others by implementing bed bug management programs. When she isn't working, Sarah loves to shop, workout, sit on the beach, and work on her insect collection.

EXPERIENCE

2018 – Present

National Account Representative • BedBug Central • Hamilton, NJ

Quality Assurance specialist extensively versed on both the treatment and sale processes associated with bed bugs in order to perform checks on technicians, sales representatives, and protocols. Trained as a pest control technician to implement protocols in order to treat residential settings for bed bugs using Integrated Pest Management practices. Trains PMPs and affordable housing groups on how to create and implement effective and efficient bed bug treatment and prevention programs.

2018

Professional Service Provider • Rutgers University • New Brunswick, NJ

Created a business plan for a commercialization opportunity within the Plant Science Department to submit to potential investors for start-up funding. Learned, managed, and modified various aspects of the potential business. Conducted vector biology studies to test the efficacy of the potential product against *Ixodes scapularis* (deer tick) and *Aedes aegypti* mosquitoes. Participated in the National Science Foundation-funded ICorps™ Site program, which fosters the growth of new ideas and technology to develop into market-ready commercialization opportunities.



2017 – 2018

Student Intern • The IR-4 Project • Princeton, NJ

Maintained and updated Biopesticide Label Database, providing up-to-date product information for growers and researchers. Assisted in the development of a new website for the public. Reviewed and compiled raw data from international biopesticides trials for comprehensive lab reports.

2017 – 2018

Substitute Teacher • Voorhees Board of Education • Voorhees, NJ

Implemented daily lesson plans, taught lessons, and maintained classroom order.

2012 – 2017

New York Validation Supervisor • Medical Diagnostic Laboratories • Hamilton, NJ

Oversaw a team of specialized technicians that was responsible for the submission and subsequent approval of new tests submitted to the New York State Department of Health by adhering to strict testing and submission guidelines. This included performing new validation work on lab-run assays, documentation of results, extensive lab reports for submission, and oftentimes continued correspondence with the NYSDOH requesting extra work to be performed. Designed a new assay for the clinical laboratory as required by the CDC. Regularly updated and implemented new laboratory protocols in order to keep up with new products and procedures and maintain efficiency and efficacy of the laboratory. Made and maintained all clinical laboratory assay control stocks for prolonged use and to ensure consistency and purity. Filled in as needed as a Quality Control technician to verify requisitions and test results as well as correct patient reports that were sent back to the laboratory. Performed extraction, conventional and Real-Time PCR, Pyrosequencing, Bio-Plex sequencing, and microbiology growth techniques to test for infectious and genetic diseases as a Clinical Laboratory Technician.

EDUCATION

Rutgers University, New Brunswick, NJ • 2015 - 2018

Master of Business and Science

Concentration: Global Agriculture

Rutgers University, New Brunswick, NJ • 2006 - 2011

Bachelor of Arts – Biological Sciences; Minor: Entomology