**Joshua J. Gray**

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I am a business professional with a strong competitive nature. I have over 2 years of experience selling to Neurosurgeons, Ortho Surgeons, and calling on surgery centers, which has taught me how to effectively communicate with physicians and other healthcare professionals. I graduated from the Medical Sales College in 2018 after completing rigorous a 12-week course that has advanced my medical knowledge and expertise.

**Relative Experience**

**Senior IT Account Manager | ISTO Biologics Aug 2018 – Feb 2021**

* Increased revenue sales via by restructuring systems and new accounts.
* Educated surgeons and staff on products and product features
* Exceeded Quarterly sales goal in high performing market.
* Change management design with distributorships
* Use cases model for new product and business analysis

**IT Account Specialist | ISTO Biologics Aug 2018 – Sep 2021**

* Build rapport with hospital staff in existing accounts
* Performed case coverage and inventory replenishment
* Assisted distributors with case coverage and education on new and existing products
* Gained familiarity with OR standards and

**Medical Sales College | 12-Week Spine and Orthopedic Reconstruction & Trauma Program Jun – Aug 2018**

* Secured a strong understanding of related anatomy, biomechanics, and medical terminology to effectively communicate with surgeons
* Prepared an actionable business plan by profiling over 50 orthopedic surgeons in the Atlanta area
* Experienced Operating Room protocol and the sterile field to successfully navigate the hospital
* Developed an aptitude for building rapport and carrying out sales calls through role play
* Cultivated a foundation on product and procedure knowledge associated with Orthopedic Reconstruction and Trauma to include shoulder, hip and knee procedures involving internal and external fixation devices
* Extensive knowledge base of Biologics and Bone Grafting Options – Allograft, Autograft, Xenograft, Synthetics, mesenchymal cell, amnion biologic properties, osteogenesis

**Work experience**

**Patient Transporter |Atlas Ambulance Aug 2017 – Jun 2018**

* Transport patients to and from hemodialysis treatment centers to nursing home and residences
* Established relationships with nursing staff at treatment facilities to better facilitate transportation of new and existing patients
* Performed patient hand-off to nursing staff at hospitals

**Armed Services**

**Active Duty Military/ EMT Emergency Room | Evans Army Community Hospital Nov 2010 –Jan 2016**

* Accountable for over $250K worth of medical equipment
* Supervised a team of 3 Emergency Medical Technicians
* Provided extensive medical care to patients and educated them of a vast range of medical information to self-care
* Sorted through initial complaints of patients in the waiting room
* Notified the RN or Physician of critical patients during triage

**Education**

**Trident University International Jun 2018**

Bachelor of Science Leadership Minor in Information Technology 3.2

**Medical Sales College May 2018**

Orthopedic, Biologics, Trauma Reconstruction Spine Program

**EMT Current**

**CPR/AED Current**