**John T. Ratier, Jr.**

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Cell (401) 952-0403

Experienced Motivated Sales Professional-New Business Development-Territory Manager-Customer Retention-Customer Service-Sales Trainer-Sales Manager-Multiple Presidents Award Winner-Product Manager-Product Launch Specialist

Experienced sales professional with proven record of accomplishment growing client list and maintaining existing clients. I have delivered consistent gains in customer satisfaction and retention through expertise in customer relationship management. I am an expert troubleshooter, innovative problem-solver. I am proactive in ensuring high levels of client satisfaction. Value offered:

23 years of Experience Selling to Medical Facilities, Physicians, Hospitals.

Exceptional communication and interpersonal skills; talent for quickly establishing rapport, cultivating relationships and building loyalty by becoming a trusted customer

Resource.

I have an unparalleled commitment to customer retention by providing superior services.

Disciplined, Independent, Driven and Motivated Sales Professional

A number of years of Sales Experience many industries selling to every Level.

I have become a Hunter and a Harvester who enjoys prospecting, presenting and closing the sale.

**Professional Experience**

*Physician Relationship Manager*

*Health Monitor Network Montville NJ 11/11 to present*

In charge of the re-launch of the Arthritis Health Monitor Network in a territory that covers half of the United States through cold calling over the phone and with onsite visits. . I am responsible for the enrolling of medical groups, hospitals and societies with Health Monitors Patient Educational services including waiting room television network and various medical specialty publications. Also I currently enroll advertisers for the network programing and secure content for clients.

*Vice President Sales and Marketing*

*On The Run Solutions Charlotte NC 11/10 to 11/11*

Responsible for introducing and launching a multiple line of products that includes: Revenue Management Services, (billing, insurance verifications, coding, and collections), A Medical Device Line and Patient Educational Media into offices, hospitals, and other businesses that product line is a required for. My goal each day is to prospect for new profitable clients. I am also responsible for maintaining my existing client base by contacting them on a regular basis. My territory includes the Southeast region. I continue to achieve my goals and have increased company profits and growth. I present the services and sell results.

*Vice-President of Sales*

*First Federal Credit Control, Columbus Ohio 08/07 to 11/10*

I was selling of revenue management services to provide accounts receivable solutions to Physicians and in both large and small medical offices, hospitals, and any other businesses extending credit in a startup region. My goal each day was to prospect for new profitable clients. I was also responsible for maintaining my existing client base by contacting them on a regular basis. My territory included North and South Carolina and any states not requiring bonding. I achieved my goals and increased company profits and growth annually. I presented the service and sold results.

*President of Medical Recruiting (bridge position)*

*Global Recruiters, Charlotte, NC 03/06 to 07/08*

Recruited for different firms and medical facilities in the pharmaceutical, medical and energy fields for a startup recruiting firm. I worked directly with the Human Resources and managers of these clients to find top sales talent. Also recruited sales managers to fill the openings these firms had. I had success in all three industries, with a number of recruits rising to Vice President of sales positions.

*Sales Representative*

*Altana Pharma, Melville, NY 6/01 to 2/06*

I was selling a line of specialty pharmaceutical products to office and hospital accounts in the fields of gynecology, urology, nephrology, cardiology and general medicine. I Won Presidents with a 78% market share on lead product.

*Sales Representative (bridge position)*

*Eastern Resorts, Newport RI 4/98 to 06/01*

I took part in the sale of vacation condominiums and upgrades of current owner packages. I also qualified clients for financing programs for purchase, appraised trade ins. 2ed place in Overall sales first quarter 2001, 3rd place in fourth quarter 2000.

*Regional Sales Representative*

*Cor Therapeutics, S. San Francisco, 4/98 to 8/99*

I had the responsibilty for the introduction sale of the first in class 2B3A inhibitor in the United States. Product launch included education physicians and staff on this new class of drug, formulary approval of product and in-servicing of staff in ER, OR and CCU on the dosing of the product and known side effects. Successfully achieved formulary approval of all 5 hospitals and had first approval in division.

*Sales Representative and Trainer*

*Winthrop Pharmaceuticals (now Sanofi) 6/88 to 4/98*

I began working as an office based sales representative with responsibility for community hospitals. Call points throughout the years included Cardiology, OB/GYN, Orthopedics, Radiology, Anesthesia, Emergency Medicine, Internal Medicine Hospital Pharmacy, Wholesale Accounts, and Retail Chain Accounts. Promotions included: Hospital Sales Representative, Specialty Representative, Field Trainer, In-house Trainer, and Field Product Manager. Awards included Presidents Award Plaquenil, Sales Leader Danocrine*.*

*Wine Marketing Manager*

*Charles Fradin Distributing, Providence RI 9/80 to 6/88*

I took part in the outside sales and introductions of products in the wine, liquor and beer industry. Other responsibilities included merchandising of product line and collection of payments on all sales in territory. I was Promoted to Wine Sales Manager and responsible for sales and tracking of sales of the sales force. Awards included Old Grand Dad Sales Winner, Pastene Wine Sales Winner.

**EDUCATION**

Roger Williams University, Bristol RI

*Bachelor of Science in Marketing*

Personal Achievements

Participant in 2000 Ironman World Championship, Kona HI

All-American Age Group Triathlete 2002, 2003, 2004

Participated in 29 consecutive Boston Marathons

Qualifier for Triathlon National Championships 98,99,00,01,02,03,04,05,06,08,09,10

Qualifier for 2012 Long Course Triathlon World Championships

Obtained Private pilot license in 1986