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# Dallas Sybrowsky

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## PROFESSIONAL EXPERIENCE

### **Territory Manager — Baebies Diagnostics**

**June 2021 to Present**

Sold capital testing equipment into large territory consisting of hospitals and reference laboratories in Texas, Oklahoma, and Louisiana

- Spearheaded sales of new-to-market COVID-19 testing equipment
- Educated laboratory directors and staff on benefits of our unique RT-PCR technology
- Facilitated customer evaluations of platform and ensured placement of analyzers

### **Laboratory Sales Specialist – Texas Medical Distributors**

**June 2020 to June 2021**

Tasked with selling Clinical Chemistry analyzers, reagents and quality controls to Physician offices and Independent Laboratories

- Called on multiple accounts daily throughout South & Central Texas
- Educated physicians and nurses on advantages of Randox products vs. competitors
- Prepared cost analyses for potential customers showing benefits of in-house laboratories

### **Diagnostic Solutions Consultant – Zoetis Diagnostics**

**November 2017 to December 2019**

Achieved superb sales and customer service selling diagnostic analyzers into veterinary practices

- Accelerated business growth in territory through consultative sales to veterinarians
- Created cost analyses demonstrating savings to customers
- Exceeded 166% to plan in analyzer sales in best quarter
- Collaborated with colleagues and customers on installations of new analyzers and training

### **Acute Care Sales Representative – Medline Industries**

**September 2015 to October 2017**

Increased sales in Acute Care Hospitals. Enhanced relationships and customer satisfaction through increased sales of product portfolio.

- Improved profitability of Custom Surgical Pack programs
- Spearheaded new product implementations with colleagues and customers
- Optimized supply and shipping parameters to ensure customer satisfaction
- Oversaw openings of new hospital wings with hospital staff and fulfillment of capital orders

### **Surgical Consultant and Analyst – Medline Industries**

**April 2014 to September 2015**

Optimized custom surgical packs via clinical consultation services and documented cost savings opportunities.

- Analyzed custom surgical packs, documented practices and suggested architecture improvements
- Challenged O.R. Managers and staff to increase efficiency and capitalize on savings opportunities
- Maximized profit margins for accounts and provided significant customer savings
- Saved over \$850,000 at large customer and increased gross margin by over \$500,000

### **Sales Specialist – Medline Industries**

**January 2014 to April 2014**

Increased revenue through creation, maintenance, and optimization of custom surgical procedure packs.

- Coordinated review of custom surgical packs leading to increased gross profit
- Established new customer relationships and implemented new custom surgical pack programs
- Saved largest customer 9% and doubled company profit

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## **Sales Apprentice – Medline Industries**

**June 2013 to December 2013**

Navigated apprenticeship program covering all facets of the business

- Partnered with Director of Clinical Operations on Operating Room Procedures and anatomy
- Completed apprenticeship 6 months ahead of schedule
- Trained with functional departments on internal operations

## **Supply Center Product Manager – Life Technologies**

**February 2012 to December 2012**

Spearheaded sales of customer storeroom programs in Western US and motivated team of 45 sales representatives to adopt the program.

- Managed and Optimized over 200 existing on site storerooms
- Exceeded 133% of annual plan for new storerooms, resulting in over \$320,000 in new revenue

## **Inside Sales Representative – Life Technologies**

**January 2010 to February 2012**

Accelerated sales portfolio of 50,000 Molecular and Biochemistry reagents in Western US and generated strong sales of portfolio of seven capital instruments.

- Exceeded annual quota of \$4.0M each year
- Facilitated excellent communication with other colleagues to drive total customer satisfaction

## **EDUCATION**

### **University of California, San Diego – B.S. Biochemistry & Cell Biology**

- Participated in Men's Crew – I designed a workout regimen prior to walking on and earned a seat on the top boat, beating out 80 others trying out for the crew.

## **LEADERSHIP & SERVICE**

### **Volunteer Leader – Non-Profit Church Organization; Geneva, Switzerland**

**October 2003 – October 2005**

- Supervised volunteer peers and trained new volunteers in language and work practices
- Promoted to assist Area President and coordinated logistics for 120-person volunteer team
- Optimized, reorganized, and standardized operational practices
- Gained fluency in French language and assisted in interpretation and translation for church members
- Prepared legal documents for submission to French and Swiss immigration bureaus
- Acquired communication skills through interaction with peers and community members