

## Objective

Direct management experience for employees and their performanceWillingness to work flexible schedules/shifts/areas, including weekends, nights, and holidays.

## Skills

ATHLETIC ACHIEVEMENTS: Golf Team High School 2nd in State Golf FORMAL SALES TRAINING: Lanier Worldwide Challenger Rep Tom Hopkins Ecliptic Consulting- Persuasive Communication.

## Work Experience

### Area Business Manager I

**ABC Corporation** - August 2008 – January 2010

- Developed loyal relationships with key decision makers to create and maintain new medical supplies/services in an untapped market place.
- Able to meet and exceed territory sales objectives through effective business planning, consultative selling and closing the sale.
- Responsible for selling Myocardial Perfusion Imaging, 24-hour Holter Monitoring and other medical mobile services.
- Ranked in the 1% of sales force and achieved 126% to quota.
- Ranked 1/8 reps to earn "Salesperson of the Year".
- Hired a printing firm and designed marketing material to increase product/company awareness resulting in approximately 60% increase in sales.
- Proactively identified areas of vexation and redesigned to maximize sales results.

### Area Business Manager

**Delta Corporation** - 2003 – 2008

- Managed and drove the sales of 4-direct reports and 26-1099 sales reps (from 3 distributors) covering MI, IA, OH, & IN.
- Created and maintained solid partnerships with key-valued arthroscopic surgeons through HQ visits, local labs, journal clubs, surgeon development, .
- Developed and executed sales strategies for distributor agents and their sales force to ensure success of business plan.
- Responsible for a transition retention rate of 92.3% (one lost due to a move), during a change of distributor ownership.
- Launched and developed new markets for Megace ES to treat Cancer and HIV Cachexia Involuntary Weight Loss.
- Called on Infectious Diseases, Cancer and HIV Specialists in Hospitals and Long Term Care Facilities.
- Recruited front office staff and managers Improved policies and procedures to maximize efficiency Revenue cycle Complex Problem Solving.

## Education

Bachelor of Science in Business Administration - (University of Alabama - Birmingham, AL)