

Christian Suchoski

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PROFILE

Energetic, professional with excellent interpersonal skills with the ability to build credible relationships across multiple functions. Adept with both highly structured and startup environments and able to operate productively in a market subject to intense change, fast pace, competitive and disruptive. Proficient in CRM software, health technology software and hardware operational issues and able to effectively communicate this knowledge to professionals in multiple industries/vertical sectors. Experienced marketing, business development and complex negotiations with C-Level Executives, VP's of Innovation/Sales and R&D Scientists.

PROFESSIONAL EXPERIENCE

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Business Development Representative

- Identify small to medium-sized enterprises to create and execute a multi-faceted prospecting plan through call, email, leveraging personal networks and following up on marketing-generated leads.
- Develops and evolves the strategy and relationship with the customer and manages the lifecycle through acquiring, growing and retaining customers using Salesforce and PipeDrive.
- Participate in weekly sales meetings, which will include sales pipeline forecasting and management to ensure consistent performance each month with a quota of \$10,000 a month.
- Works with Director and Business Development Manager to identify sales opportunities.
- Establish and maintain positive business relationships with local businesses.

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Senior Sales Consultant

- Performed as an individual contributor to the client engagement team.
- Acted as a subject matter expert on analyzing the integration of new ventures into current company strategies.
- Provided CEO with insight into marketing trends.
- Identified strategies for building critical business relationships.
- Provided experienced recommendations for successful vetting of viable shared business relationships

Plug and Play Tech Center

Corporate Partnerships Manager & Business Development Leader

- Identifies Healthcare marketing trends by researching new industry models; identifies key influencers, and builds critical business relationships.
- Supervises key B2B corporate partnerships; Amgen, Bayer, AstraZeneca, Takeda, Johnson & Johnson, Cleveland Clinic, OSF Healthcare profiting **~1.5 M annually**.
- Screens potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluates options, recommends vetted and viable shared business relationships.
- Develops negotiating strategies by analyzing the integration of new ventures within current company strategies and operations.
- Communicates via one on one meetings with various levels of healthcare professionals, specifically Senior Level management, including CEO's and CFO's.

Vision Upright MRI Center

Business Development Manager/MRI Technologist

- Identifies MRI marketing trends by researching new industry models and related current trade events, review MRI publications and keeps apprised of MRI business announcements and individual clinic contributor's accomplishments.
- Primary manager for key accounts, including Lawyers, Physicians, Chiropractors, profiting **~1.2M annually**.
- Communicates via one on one meetings with other healthcare professionals, specifically physicians, as well as patients to educate around the extent of our clinic MRI machines and overall clinic procedures.
- Managing Technologist and perform daily tasks of an MRI Lead Technologist.

East Bay Upright MRI Center***MRI Technologist/ Assistant Clinic Manager***

- Perform daily tasks of an MRI Lead Technologist.
- Responsible for training new Technologists on Upright MRI machines as well as techniques.
- Managed day-to-day patient care and screening and assisting Doctors with IVPs.
- Primary assistant manager for key accounts, including Physicians, Lawyers, Chiropractors profiting ~\$750,000 annually.

Vision Upright MRI Center***MRI Technologist***

- Second Technologist and perform daily tasks of an MRI Lead Technologist, including patient care and assisting Doctors.
- Communicating with other healthcare professionals and patients to ensure they're knowledgeable about our products and procedures.
- Help market and promote MRI Clinics to doctors at Stanford Hospital.

Kno-(Startup Phase)***IT Specialist / HR Coordinator Assistant***

- Setup for Office routers, maintain and troubleshoot Apple computers and Apple Notebooks, install Mac Software for office computers and Notebooks.
- Provide day to day IT support for all departments, including Engineering, Marketing, Sales and Human Resource.
- Assist HR with the recruitment process, including the coordination and execution of new employee orientation.

EDUCATION

Gurnick Academy of Medical Arts University

Completion of Applied Science/ Magnetic Resonance Degree

ARRT/ARMRIT Certified

ADDITIONAL INFORMATION

Volunteer: Dedicated personal professional time performing MRI Scoliosis scans for underprivileged children.

Interests: My passion is the love of music, being a disc jockey & "Djing" for various corporate companies and special events. But most importantly spending every precious moment with my wife and 5-year-old daughter.