

DIRECTOR OF NATIONAL SALES- US. HEALTHCARE

Executive Profile

SALES AND BUSINESS DEVELOPMENT EXECUTIVE Successful in sales management and business development at the local, regional, and national levels. Hands-on manager with highly developed negotiation skills. Provide sound budgeting, financial, and forecasting management. Creative problem solver who drives revenue, resolves conflict, and consistently exceeds sales goals.

Skill Highlights

- Leadership/communication skills
- Business operations organization
- Client account management
- Budgeting expertise
- Negotiations expert
- Employee relations
- Self-motivated
- Market research and analysis
- Customer-oriented
- Microsoft Family Products
- Customer CRM
- GPO and IDN targeting
- Vendor and Distributor Relations
- National Business Development
- Regional Business Development
- Local Business Development
- Forecasting
- C-Suite Executive Targeting
- Exceed Profit and Sales Goals
- Problem Solver
- Sales Management

Core Accomplishments

45% Healthcare division growth in 2014

500% growth of Healthcare active business pipeline

Developed, managed, supported sales budget that exceeded 20 million dollars

Exceeded sales and profit goals by 40% plus in 2010, 2011, 2012, 2013, 2014

Grew Northeast Region into largest and most profitable territory in company 2012-2014

Largest territory margin increase in company 2012-2014

Took territory from 5 % under contract to 65% (highest % in company) 2012-2014

Highest new account margin in company 2013-2014

Multi-Year contest winner

Professional Experience

Director of National Sales- US. Healthcare

March 2014 to Current Company Name - City , State

- Responsible for leading and overseeing all national sales functions for healthcare segment consisting of medical gases, maintenance/certification services, and durable medical equipment
- Develop strategies to improve customer experience while increasing sales margins within hospital, dental clinics, skilled nursing centers, medical equipment and healthcare services segments.
- Manage divisional budgets/P&L, forecasting, sales, supply chain management, strategic direction and business planning for national sales representatives and supply chain engineers
- Identify key strategic relationships with suppliers in medical equipment, medical gas supplies, maintenance and certification services, GPO and buying groups to increase margin and sales
- Created new healthcare sales verticals and channel sales opportunities

- Manage and develop regional, national, and local distributor relationships for healthcare segment
- Responsible for client related risk assessment, action planning, project development, and implementation
- Project manager of all new healthcare facility construction opportunities
- Developed all healthcare training and marketing material for internal and external personnel
- Prospect, assess, mentor, and develop all fortune 500 healthcare opportunities in Nashville and with top tier US national customers
- Train national sales team in all aspects of healthcare related sales material including proposals, product offerings, and consultative healthcare sales tactics
- Support day to day sales activities for all reps
- Develop reporting capabilities for customer dashboards and key performance indicators for healthcare division
- Developed systems, policies, and procedures for internal customer service and data entry staff.
- Present all major proposals to clients, negotiate pricing, review contracts, and define service expectations

National Accounts Manager- Northeast Region

June 2012 to March 2014 Company Name - City , State

- Industries serviced include hospitals, skilled nursing facilities, clinics, retail sporting goods, and industrial wholesale contractor outlets for medical/industrial/retail gases and equipment
- Responsible for overseeing all business development activity in northeast territory that included all customer activities, customer service, budgeting, forecasting, contract negotiation, and billing.
- Attained new business via campaign management, direct selling, prospect qualification, value capture analysis through consultative selling techniques
- Coordinated all internal company activities with external partners to deliver solutions to clients
- Managed and maintained relationships with key national and regional distributors
- Achieved highest customer service ranking within company
- Managed, developed, and maintained highest profit and sales territory for entire company that included top 2 industrial accounts,