

DIRECTOR, CLINICAL RESEARCH OPERATIONS & MEDICAL SCIENCE LIAISON

Summary

Accomplished and results-driven business development professional offers 18 years of leadership and account management experience as an integral part of fast-paced clinical and sales teams. Strategic thinker and proactive problem solver with expertise in consultative selling and territory sales management solutions.

Experience

Company Name City , State Director, Clinical Research Operations & Medical Science Liaison
02/2013 to Current

- Manage 30 clinical studies with a revenue stream of \$2M annually.
- Increase site revenue from 30k to 120K mo in first 12 months
- Ranked in top 1% of clinical research sites for patient enrollment in Europe and The United States for Schizophrenia, Bipolar, & Depression studies in 2013 & 2014
- Increased monthly revenue by 300% by implementing aggressive strategic patient recruiting strategies to develop and expand existing southern California customer base.
- Recognized as top generator of patient enrollment in schizophrenic trials, exceeding goals by 200% in 2013 & 2014.
- Reduced organizational operating costs by 45% by streamlining patient recruitment & clinical staff processes saving company 140K in first 24 months
- Physician profitability grew from 17k to 300k for combined studies over 18 months, an increase of 1000%

Company Name City , State Sales/Business Development Director 01/2010 to 05/2013

Provided a full range of services for accelerating businesses in the bio-pharmaceutical, medical device, and energy industries. Engaged in business planning, funding strategies, provided cost-effective, and timely solutions.

- Targeted new long-term business partner prospects and closed 3 deals in 24 months securing \$15M in venture capital.
- Identified, coordinated and participated in client relationship-building activities and meetings.
- Cultivated relationships with key players in private banking, venture capital, and oil/petroleum sectors to create ongoing and mutually beneficial referral systems.
- Established critical alliance with Canadian venture capital partners within 36 month period to fund Bio-Synerg's largest energy investment projected at \$80M.
- Identified prospective customers using lead generating methods and performing an average of 60 cold calls per day.
- company acquired by Canadian private equity group in May 2013
- Recruited by CITrials as Director, Clinical Research Operations in February 2013

Company Name City , State Senior Account Executive 01/2006 to 01/2010

- Managed regions largest territory and performed full sales cycle duties, increasing annual sales by 60%.to \$7M in 2009 106% of quota.
- Recognized as top PD sales generator within RAI chain in region.
- Generated highest sales volume of PD/HD capital equipment in new RAI corporate account in region in 2009
- Recognized as top sales generator with Extraneal solution, increasing sales level by 124% in 2009 alone.
- Peak performer while achieving 100% of quota while producing \$5M in annual sales in 2008
- Achieved