Tom Hickman

301 Crossmore Drive

Raleigh,nc

919-740-6905

hickmantom1@gmail.com

EXECUTIVE LEVEL SALES/BUSINESS & MARKETING DEVELOPMENT

Top-ranking Sales and Management Professional with over 20 years of executive level sales experience across multiple industries. Focused leader with expertise in global strategy with a demonstrated aptitude for transforming ideas, products, concepts and solutions into million-dollar business units.

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**AREAS OF EXPERTISE**

Entrepreneurship – Business Development – Channel Development

Problem Solving Skills – Digital Transformation

Start-Up Mentality – Corporate Strategy – Marketing Plans - Horizontal & Vertical Collaboration – Strategic Planning – Solution Sales – Professional Services – Negotiation Training – C-Level Presentations – Critical Thinking Skills – Relationship Building – Analytics Social Media – Enthusiasm – Relationship Building – Prospecting – Executive Presence CRM Strong Business Acumen

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## PROFESSIONAL EXPERIENCE

**Chainyard Corporation |Enterprise Blockchain| Raleigh, RTP, NC** 2020 – Present

**DIRECTOR, BUSINESS DEVELOPMENT | UNITED STATES**

* Working with start-up companies to Fortune 500 companies, I am responsible for expanding digital transformation enterprise technology to new and existing business frameworks to create new business models. Services include Blockchain For Business, UI/UX, AI & Machine Learning, Continuous Delivery, and Security. The solution is designed to be the industry standard for cross-enterprise management of technology assets.
* Focus in Healthcare & Life Sciences driving adoption in major health systems, ACO’s, and IHN’s. Also implemented new business models preventing fraud in the medical supply chain
* Through educational webinars, workshops, in person & online meetings, I’m presenting to Chief Procurement Officers, CEO’s, CIO’s, CTO’s, Chief Risk Officers & Heads of Transformation on the many benefits of digital transformation. These include ‘track & trace,’ product provenance, reconciliation of invoicing & high touch marketing.
* Major clients include Duke University Medical Center, University of North Carolina, Innova Health System, VA Medical System and many life science companies including GSK. .

## Tergus Pharma |Life Sciences|Raleigh, RTP, NC 2017-2020

**COMMERCIAL SALES MANAGER | CDMO**

* Increased revenue by 78% YTD representing over $6 million dollars in new sales revenues. This was accomplished through networking & direct interaction with clients through in-person meetings, prospecting, phone, webinars & analytics.
* Key contributor to 5.0X revenue growth to over $20M. Achieved by unseating competition in new accounts and up-selling to existing accounts.
* Responsible for selling complete line of CDMO professional services in the bio-technology industry for commercial manufacturing clients. This includes Formulation Development, Analytical Method Development, InVitro Sciences and GMP Manufacturing.
* Develop creative Social Media Outreach Program designed to provide maximum exposure to Tergus Pharma highlighting our services, colleagues and core competencies.
* Collaborate with team members in Project Management & Manufacturing to ensure concept to commercialization and to achieve company goals.

**3si Surgical Safety Solutions**|**SaaS** 2014-2017

**VICE PRESIDENT |CO-OWNER|BUSINESS DEVELOPMENT|STRATEGIC EXIT-2017**

* Started company by developing software as a “Six Sigma” approach to improve communication & eliminate mistakes in the Operating Room. Collected structured data to improve decision making.
* Received commitment from Duke University Medical Center’s Private Venture Fund for a white paper spotlighting this cutting-edge SaaS startup offering intra-operative workflow, alerts and surgical checklists powered by speech recognition technology.
* Worked with major teaching institutions the United States to identify indemnity rewards from previous years and positioned 3si as a major cost savings while improving quality, patient outcomes & safety lowering re-admission rates & mitigating risks.
* Leveraged network to secure CXO-level meetings at leading educational hospital institutions including Medical University of SC, UNC, Carolinas Medical Center (CMC), and Vanderbilt, Wake Forest and Georgetown University Medical Centers.
* Provided structured data allowing hospital systems to make data driven decisions.
* Involved in all aspects in starting and running the business including lead generation, marketing & raising funds.

##### **Karl Storz GmbH & Co KG** | **Raleigh, NC** 1998-2014

##### Senior Account Executive (2004 – 2014)

**SUCCESS SNAPSHOTS**

**2011:** #5/155 🟅 129% of Quota 🟅 $400K Territory Growth

**2010:** # 1/140 Neurosurgery + Anesthesia Sales

**2008:** 141% of Quota + Surpassed $5M+ Sales

**2007:** Upper Endoscopy Rep of Year 🟅 2nd Balanced Selling Award 🟅 183% of Quota 🟅

69% Territory Growth

**2006:** 136% to Plan 🟅 Delivered Single Largest Anesthesia Sale 🟅 $2M+ Sales

* Transformed Duke University Medical Center into company’s #1 Anesthesia Customer globally & a Top 10 hospital nationwide.
* Spearheaded equipment sales supporting advanced surgical procedures including digitally-integrated operating rooms.
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Full Line Territory Manager/Account Executive (1998 – 2004)

**SUCCESS SNAPSHOTS**

**2004:** 105% of Quota

**2002**: Earned Coveted Balanced Selling Award for 130% of Quota Across All Specialties 🟅

Joined Elite $2M Club

**2001:** Exceeded Central KY Region Sales Volume Record by 39%

**1999:** 80% Territory Sales Volume Increase – Storz’ Highest Ever Produced

Grew revenues 3X to $2.2M in 6 years. Exceeded quotas and captured a 55% market share for full-line sales of 5,000 leading edge products to surgeons, IT & Biomed specialists in hospitals, surgery centers and clinical practices.

* Drove contract standardization across region’s leading facilities. Marketed video imaging, urology, GYN, arthroscopy, ENT, anesthesiology + otolaryngology products as well as plastic, cardio, vascular, thoracic + neurosurgery capital equipment.
* Secured $800K agreement, Lexington, KY’s largest order, and a $545K standardization contract regarded as facility’s largest purchase order.

# EARLIER SALES EXPERIENCE

**Marlow Surgical Technologies** | **Baxter Healthcare** **| Clearwave Corporation**

# EDUCATION

**Bowling Green State University** | B.A., Communications | *Business Minor*

* Financed 100% of education