

# **Jose R Cortez, Jr.**

## **Territory Account Manager**

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Experienced Territory Account Manager with a demonstrated history of working in the pharmaceutical and medical industry. Seeking to enjoy a challenging career with a growth minded company and have the opportunity to apply my personal experience to achieve company goals, giving me the opportunity to grow personally, professionally, and financially.

## **Work Experience**

### **Territory Account Manager**

Omnicare, a CVS/Caremark Company  
San Diego, CA/Las Vegas, NV, UT, AZ  
September 2017 to Present

Reporting to VP Western Sales, manage 45 Assisted Living (Senior Living) accounts throughout Southern California, Nevada, Arizona, and Southern Utah. Visit existing and potential accounts providing pharmaceutical representation to help increase participation as well as expanding the scope and base of local pharmacies in their respective area.

- Educate and engage healthcare professionals via class training (on Zoom lately) to medical technicians and community managers ensuring standards for ordering medications is kept at the highest level possible
- Attend various industry shows and participate in marketing and design meetings
- Present to C-Level Executives, Vice Presidents, Directors, Managers
- Salesforce, Go-to-meeting, Zoom, WebEx
- Work closely with 4 different pharmacies in 4 different states
- Experienced in various EMAR systems

### **National Sales Manager**

Instant Care, Inc  
Escondido, CA  
February 2009 to August 2017

Reporting to the President, my responsibilities include achieving sales quota, profitability and marketing objectives in all assigned regions while operating within the Company policies/procedures and expense budget. Principle duties involve setting and achieving team goals related to the profitability and growth of products in their specified territory. Establish and maintain a high level of customer satisfaction with Instant Care products, support and service. Responsibilities involve attracting, developing, training, retaining and managing sales talent to achieve sales revenue and gross profit for the company. Other responsibilities include providing accurate and timely marketing information, analyses, recommendations and for facilitating good communications between the sales representatives and all departments within the company.

- Field based manager to Inside and Outside Sales staff, calling on Medical entities, Alarm Security and Monitoring companies nationwide
- Leading products include selling security and life safety electronic devices with an emphasis on RF technology
- Primary objective includes establishing new relationships and improve the performance of existing dealers

- Ongoing account maintenance and management
- Continuous dealer visits with Reps throughout the nation to train and coach dealers with effective sales techniques for our various RF based sensor products
- Conduct train the trainer sessions ensuring standards are kept at the highest level possible
- Attend various industry shows and participate in marketing and design meeting
- Present to C-Level Executives, Vice Presidents, Directors, Managers
- CRM - Salesforce.com, Go-to-meeting and phone
- Work closely with engineering department
- Perform research and development duties for new products going to market

### **Account Executive**

Gentiva Home Health

San Diego, CA

April 2006 to February 2009

Deliver compassionate, high-quality care to patients and clients in their homes or places of residence, including non-medical personal assistance, skilled nursing and rehabilitation and hospice and palliative care. Focus was on each unique patient to deliver the appropriate care and emotional support to our patients and their families

- Call on physicians, hospitals, skilled nursing facilities' management, discharge planners, and case managers within an assigned territory to promote our homecare services.
- Build and maintain client relationships.
- Prepare business plans and maintain target lists. Prioritize accounts in accordance with the market sales plan.
- Gather and organize account-related information and provide input on key customer opportunities, service line extensions and proposal or contract pricing
- Conduct luncheons with Doctors and referral sources selling our specialty patient-centric programs dealing mostly with Cardio Pulmonary, Vestibular Balance, Orthopedic, and Wound Care specialties
- Submit sales call summaries electronically using Salesforce on a daily basis

### **President/CEO/OWNER**

AguaPure Corporation

Vista, CA

April 1999 to April 2006

Owner/operator of small business selling purified water including retail and web based sales. Sold purified water, retail products, ice, and maintained 2 - 24 hour vending machines.

- Opened and manages growth for this small retail business
- Increased sales from \$35k to \$330k per year by year 3
- Opened 2nd store by year 4 in January 2003
- Worked directly with the general public
- Both locations sold for profit

### **National Sales Manager**

The ICEE Company

April 1994 to April 2002

Sphere of influence included the Western Region. Responsibilities involve all aspects of account management, including developing new business relationships, management of existing accounts and development of key national chain accounts

- Sold Frozen Carbonated Beverage (FCB) ICEE equipment, manage large chain accounts, casinos, theme parks

- Analyze sales data to develop appropriate sales programs, assist dealers in promoting sales, and provide support for product development needs
- Develop and manage sales forecasts
- Partner with other internal departments to develop and implement marketing strategies
- Frequent travel to visit dealers accompanying Sales Representatives, attend industry shows, and participate in all management meetings
- Increased regional sales from \$1.25 million to \$3 million
- Created and rolled-out a nationwide Frozen Cocktail program with great success, added to company menu

### **General Manager**

Souplantation/Sweet Tomatoes Restaurant Group

January 1986 to April 1994

Managed day to day operation of high volume restaurant

- Controlled cash, food, labor, and maintenance costs to budget
- Managed 20+ employees and worked directly with the general public

### **Senior Restaurant Manager**

Houston's Restaurants

January 1982 to January 1986

High volume restaurant chain, worked in multiple locations

- Worked at high level of food quality and customer satisfaction
- Managed 40+ employees working with the general public

## **Education**

Associates in Business Studies

Texas A&I University

General Studies

John Foster Dulles High School 1981

## **Skills**

### **Experience Summary:**

SALES (20+ years), SATISFACTION (20+ years), FORECASTS (20+ years), BUDGETS (20+ years), KEY ACCOUNT MANAGEMENT (20+ years)

## **Additional Information**

### **SKILLS / QUALIFICATIONS**

- Fluency in Spanish - read and write
- Have passport, willing to travel
- Perform client presentations articulating the value proposition of product / solution / Develop forecasts, budgets and operating plans for sales channels
- Cultivate long-term relationships with the appropriate key account decision makers
- Develop and implement strategic plans for accounts designed to exceed expectations in revenue, growth, account profitability, and customer satisfaction
- Self-starter with excellent prospecting skills
- Experience in building and maintaining business relationships
- A positive attitude, team player with great communication skills
- Ability to multitask and work in a fast paced environment.
- Personal: Healthy and fit, divorced, 2 older children