**THOMAS P. ARNOLD**

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**SUMMARY**

Accomplished and highly qualified sales executive with extensive experience in the life sciences industry. Exceptional management skills, with the ability to drive teams, inspire confidence, and gain trust through competence, service and problem solving. Strong leadership techniques and professional attention to detail complemented by the ability to gain stakeholder buy in.

Experienced selling Phase I-IV clinical trial services & high technology software, medical imaging and eClinical solutions requiring long complex sales cycles and technological expertise. Proven record of success in developing strategic relationships and selling customized solutions.  
  
Specialties: Sales Management, Account Management, New Business Development, PMA/510k, Capitol Equipment and Technology Sales, Technical Presentations, Customer Training and Support, Profit Building and Sales Growth, New Product Innovation, New Product Introduction, Diagnostic Laboratory Product Sales and Lab Products Distributor Sales Management SaaS, Enterprise Solutions. Excellent technical skills and detailed oriented with unique ability to communicate, sustain & build strong customer relationships.

**WORK EXPERIENCE**

**PAREXEL Informatics Chicago, IL** 10/10 – 10/16

**Director, Business Development**

PAREXEL Informatics combines comprehensive clinical knowledge and experience with leading-edge technology to provide a portfolio of business support applications and complementary services. Clinical technology includes Medical Imaging, IVRS/IWRS, ePRO, CTMS and EDC. These attributes help optimize the product development and commercialization process for pharmaceutical, biotechnology, medical device companies and associated service providers

Primary account responsibility for Abbvie, Astellas, Takeda as well as small pharma and biotech companies in the Midwest.

* Achieved 109% to plan in 2011 on an annual quota of $12 million dollars
* Achieved 119% to plan in 2012 on an annual quota of $14 million dollars
* Achieved 111% to plan in 2013 on an annual quota of $16 million dollars
* Achieved 121% to plan in 2014 on an annual quota of $17 million dollars
* Achieved 126% to plan in 2015 on an annual quota of $18 million dollars
* Achieved 111% to plan in 2016 on an annual quota of $24 million dollars

**ICON CLINICAL RESEARCH, Chicago, IL**  7/08 – 04/10

**Director, Business Development**

Responsible for securing new business and maintaining key alliance relationships for biopharmaceutical, biotechnology and medical device companies in the Midwest. Additional responsibilities included adherence to departmental policies and procedures, creating strategic planning to achieve sales goals and providing team leadership and mentoring.

* Negotiated a successful collaboration with minority owned company- Joint RFP submission for U.S. Government sponsored program for global clinical trial services resulted in an $85 million dollar award for ICON in Q2 2010. (7 year contract award from NIH-Division of Microbiology & Infectious Disease)
* Achieved over $16 million dollars in new sales in 2009 (106% of quota in difficult economic climate)
  + Offered ICON $35 million dollars in bidding opportunities (Greater than 45% win rate)
* Achieved over $17 million dollars in new sales in 2008 (135% of quota)
* Offered ICON $41 million in bidding opportunities (Greater than 40% win rate)

**PRA INTERNATIONAL, Chicago, IL** 10/06-6/08

**Director, Business Development**

Provided direct business development support for new business awards for phase II - III clinical trial services to pharmaceutical, biotech and medical device companies according to preset targets. Responsible for identifying new opportunities and relationships and maintaining existing sponsor relations to further expand the business pipeline and exceed strategic, long term, annual, and quarterly targeted sales. Responsible for managing all aspects of relationships (operational and financial) with new and existing clients of PRA,

* Achieved over $27 million dollars in new sales in 2007 (Over 160% of quota) from a client portfolio that included start-up, small and mid-sized publicly traded biotechnology and pharmaceutical companies in the Midwest.
* Created over $50 million dollars in RFP’s in less than 12 months.

**AAI Development Services, Inc. Chicago, IL** 12/03 -9/06

**Area Manager, Business Development**

Responsible for sales of pre-clinical and clinical drug development contract services to pharmaceutical, biotechnology, and medical device companies. Product development platform services included formulations development, clinical manufacturing, analytical services, biopharmaceuticals, regulatory & consulting services

* Expanded AAI sales of contract services in Midwest territory from $2.5 million to $3.1 million in 2004
* Expanded AAI sales of contract services in Midwest territory from $3.0 million to $3.5 million in 2005.
* Note: AAI Pharma – Company bankruptcy reorganization

**Bacus Laboratories, Inc. Lombard, IL**  8/00-11/03

**National Director of Sales**

Responsible for domestic sales, marketing, and customer service activities including new product development coordination and marketing strategies for virtual microscopy products to clinical pathology, medical education, cancer and pharmaceutical research facilities. Complete oversight for all sales & marketing strategies.

* Devised initial sales and marketing strategic plan to pre-sell $1.2 million at start-up
* Full P&L responsibility for marketing and personal sales of more than $10 million annually.
* Hired and trained 8 sales executives.

**Fisher Healthcare, Inc., Hanover Park, IL** 02/97-8/00

**District Sales Manager**

Responsible for managing sales of high-end analytical instruments as well as laboratory equipment, software, services, consumables and reagents to clinical and research laboratories.

* Led activities of 10 sales representatives responsible for generating $10 million in sales annually.
* Coordinated sales strategies, implemented company goals resulting in over 15% growth per year

**Cell Analysis Systems, Inc. Elmhurst, IL**  07/89 – 12/96

**National Sales Manager**

Led overall national sales and marketing operations for company. Responsible for strategic planning and development of integrated sales, marketing and business development targeted to clinical and anatomical pathology. Sold proprietary image analysis system for measuring prognostic markers for diagnosing bladder, breast, prostate, colorectal and ovarian cancers. Recruited, hired & trained all field sales personnel.

* Increased the premium dollar volume for the company from $3 million to $17 million over 5 year period
* Formulated & implemented plan for transitioning from distributor based sales to direct sales organization

**Boehringer Mannheim Corporation, Chicago, IL** 1984 – 1989

**Account Manager**

Responsible for sales of diagnostic equipment to clinical, reference and research laboratories Targeted laboratory departments included General Chemistry and Immunology. Products included Hitachi chemistry systems and reagents.

**EDUCATION**

Bachelor of Science Degree, Florida State University, Tallahassee, FL

**TECHNICAL SKILLS**

Microsoft Word, Excel, PowerPoint, Outlook, SalesForce