

JASON HERMES

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PROFESSIONAL EXPERIENCE

Feb. 2015-
Present

G5 SEARCH MARKETING

National Sales Development Executive

- Generate & qualify all prospects in the multi-family, senior living, & self storage verticals nation wide; Manage a territory of the 20 largest U.S. States, Canada, & Australia.
- Initiate first contact with prospects, including cold calls (50 per day), one on one meetings, online networking, Web-ex seminars, emails, & product demos/presentations.
- Transitioned qualified accounts to national sales team pipeline (sales team of 12). Worked with G5 executive team & national sales team from initial meeting to contract signature
- All time G5 sales development leader. Averaged 26 qualified & commissioned leads/month: Monthly Quota and team average was 8.
- Largest volume producer of new leads converted to G5 clients
- Responsible for all quarterly & annual forecasting & reporting to executive teams
- Liaised between marketing & sales to deliver accurate brand messaging & product delivery

March 2013-
January 2015

NEWS CHANNEL 21/NEWS PRESS & GAZETTE OF OREGON

Account Executive, Broadcast Sales & Digital Marketing

- Managed all aspects of a \$500,000 + region
- Responsibilities included preparing & delivering detailed proposals to prospective & current customers, annual contract development, budget attainment, and product promotions
- Managed thousands of multimedia campaigns. Collaborated with clients from concept creation, production, and launch of regional TV, Web, mobile and social-media campaigns
- Grew portfolio of accounts & generated over 20 percent of agency revenues in 2013
- 150% annual increase in direct new local business to business sales
- NPG Account Executive, 1st and 3rd quarter of 2013
- NPG National Account Executive of the Year 2014

March 2011-
May 2012

NW BIOMET INC.

Territory Manager, Central Oregon (Promotion From Territory Sales Rep)

- Promoted to manage all business aspects in Central Oregon after first year with company
- 166% Budget attainment within first year of managing Central Oregon
- Grew territory from \$0 revenue to \$600,000 in one year
- Responsibilities included: Contract negotiations with hospitals & surgery centers, stock and bill arrangements, purchase orders, and all aspects of surgical case coverage

Territory Sales Rep, Orthopedics Portland OR. (First year with company)

- Achieved 22% sales over quota within first year of selling in the Portland Market
- Team of four managing a \$12 Million dollar territory
- Developed & executed all business plans within my segment of the territory, consisting of 100+ Targets, 11 hospitals, and 16 surgery centers
- Finished #1 out of 50 reps at Biomet's National Orthopedic Sales Training Program

June 2009-
March 2011

SYNERGY MEDICAL SYSTEMS

Sales Representative, Orthopedic Bracing & Durable Medical Equipment

- Grew territory from 80% of annual budget attainment to 125% within one year
- Generated \$1.5 million in 2009 revenue from a previous \$800K in FY08.
- Over 50% of 2009's revenue came from growing new accounts.
- Developed and executed all business plans and call cycles.
- Managed and ran all warehouse inventory.

Feb 2008-
June 2009

FOREST PHARMACEUTICALS

Pharmaceutical Sales Rep

- Promoted multiple product lines including: Cardiovascular, Psychiatric, and Neurological prescription drugs.
- Successfully launched two new products (Bystolic & Namenda), finishing in the top 20% of nationwide market share growth for both.
- Ran a territory of over 400 providers in MT, ID, and WA.

Education

The University of Montana Missoula, MT.

Bachelors Degree, Applied Health Science

4 Year Deans List Member

Cumulative GPA: 3.5

Applied Health Science GPA 3.8

Student Athlete: *University of Montana Football*

The Berklee School Of Music Boston, MA

Electronic Music Production Program & Advanced Ableton Live Course Certificate

Educational focus: Music production in Ableton Live & Native Instruments Software

GPA 4.0

Professional References

Gavin Rogers

Sales Development Manager; G5 Search Marketing, *Direct Report*
1-541-550-9523

Lee Fisher

Forest Laboratories, Northwest Regional Manager, *Direct Report*
208-351-9200

John Edwards

Sales Manager at NPG of Oregon/News Channel 21, *Direct Report*
541-815-2125

Matt Davio

National Sales Executive, Senior Living; G5 Search Marketing, *Colleague*
541-542-4400

Dave McGrew

National Sales Executive, Multi-Family; G5 Search Marketing, *Colleague*
541-408-5567

All other references available on request