**Joshua Dixon**

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**Achievements**

* 2020: Quota Achiever 144% over quota
* 2018: Year-end 29.29% of Prior Year.
* 2018: MD Elite Trip Winner (Territory of the Year).
* 2018: Boosted year-end sales by $300K from an upsell opportunity.
* 2017: Quota Achiever with 5.5% in growth.
* 2017: Key person behind BrianLab Kick Navigation platform evaluation at Forsyth Medical Center of Winston-Salem, NC.
* 2016: Quota Achiever.

**Experience**

**Medtronic, November 2019 – Present**

*Winston-Salem, NC*

*Sales Representative II*

* Responsible for selling capital equipment such as Stealth Station Navigation, O-Arm, Midas Rex Neuro drills, and Mazor Spine Robot.
* Responsible for selling other Neurosurgery devices such as VP Shunts, and other Critical Care products.

**Depuy Sythnes Spine Companies of Johnson & Johnson, *June 2015 – November 2019***

*Winston-Salem, NC*

*Associate Sales Consultant*

* Responsible for building and maintaining relationships with Neurosurgeons and Orthopedic Spine surgeons in Greensboro/ Winston-Salem area.
* Working with Senior Consultants in generating revenue, case coverage, and providing logistical support for Depuy Synthes sales force.

**Wake Forest Baptist Health System, *November 2014 – August 2015***

*Winston-Salem, NC*

*Surgical Technologist*

* Efficient scrubbing Orthopedic, General, ENT, Plastic, Neuro and Spine surgeries.
* Efficient scrubbing Trauma cases.

**Cone Health (Moses Cone Campus), December 2012 – June 2015**

*Greensboro, NC*

*Surgical Technologist*

* Efficient scrubbing Orthopedic, Neuro and Spine surgeries.
* Understanding of Orthopedic procedures including trauma, joint reconstruction, and spine.
* Knowledgeable with Orthopedic and Neurosurgery instrumentation.
* Understanding of spinal anatomy.
* Understanding of bone healing and AO Principles.
* Ability to learn high level surgical techniques.
* Ability to be a team player, self-motivated, and a quick leaner.

**Patriot Services (Dell Computers), July 2009 – December 2010**

*Greensboro, NC*

*Service Representative*

* Worked exclusively with Dell Computers.
* Computer Assembly and repair as needed.
* Trouble shot hardware and software errors.

**Education**

**Kaplan University (Purdue Global University)**

* 2019 – Present: Master of Health Care Administration.
* 2012 – 2016: Bachelor’s of Science in Health Science.

**Guilford Technical Community College**

* 2009 - 2011: Diploma in Surgical Technology.

**Sales Training**

* 2018: Integrity Selling