

SENIOR GLOBAL PRODUCT MANAGER, TEAM LEADER

Skills

acquisitions, Coaching, competitive, Competitive analysis, hardware, cost analysis, Customer Relationship Management, clients, customer satisfaction, decision making, Delivery, Direction, downstream, E-commerce, focus, forecasting, functional, IDE, innovation, INVENTORY, Leadership, market trends, market, Network, plan development, product development, profit, research, sales experience, Sales, strategy, Strategic, training programs, trend, Upstream, vision

Experience

Danaher December 2013 to Current Senior Global Product Manager, Team Leader

Newark , NJ

- Responsibility for innovation, research, development, and global commercialization of medical devices and related accessories for the treatment of deep system venous disease.
- Specifically, products utilized in the prevention of pulmonary embolism and treatment of symptomatic venous obstruction.
- Upstream and downstream management for new and currently marketed products for large and emerging markets.
- Manage current portfolio of products in excess of \$80 million contribution to the business unit.
- Two product families achieved growth of 15% and 22% respectively.
- Direction for 7 significant product development projects in conjunction with the engineering group.
- Collaborate with the clinical, regulatory, reimbursement, operations, and sales teams.
- Leadership for team with operations in the United States, Denmark, and Ireland.
- Facilitated successful execution and enrollment of two critical IDE clinical studies.
- Commercialization of products in the Americas, Asia-Pacific, Europe, Middle-East, and Africa.
- Cultivated long-term strategic plan and focus areas for entering high potential, growing market.
- Participating in exploratory research into two new clinical procedure areas.

Heavy Equipment Rentals Of Texas February 2008 to December 2013 Global Product Manager

Austin , TX

- Responsible for providing focus, guidance, and long-term vision for the business unit and the product family.
- Maintained worldwide market expertise via identification and utilization of market trends and dynamics, competitor product knowledge and strategies, awareness of critical market success factors and customer needs.
- Effectively provided direction for and managed a market leading product line in a highly competitive market.
- Maintained revenue and market share goals for one of the most profitable product families in the company.
- Successfully planned and executed one of the most successful company product launches of the last 10 years resulting in growth of \$11 million in one year.
- Developed and launched 5 new products or enhancements to current products in a 4 year period.
- Designed and organized world class training programs for both physicians and clinical sales teams.

Cornerstone Building Brands May 2000 to February 2008 Regional Account Manager

York , PA

- Responsible for developing and executing product sales and value-added services strategy for North American, Wireless Network Operator clients.
- Products included wireless devices, compatible accessories, technical provisioning, and related logistical services including E-commerce.
- Accomplished contributor to division revenue and DPM results including 78% market share and monthly revenue exceeding \$92 million - 2006 Performance Award recipient for top device sales to network operator clients - Personal and team goals consistently met/frequently exceeded, including attainment of historical group records for revenue and DPM for both months of October and November 2007 - Developed and enhanced customer portfolio, to include current and previous direct relationships, with customers who consistently ranked in the top 10 of customer accounts in terms of revenue, DPM, and overall unit volume - Assisted technical engineering, operations, and IT teams with regard to launch, management, and life cycle of products and related value-added services.
- Additional responsibility for product acceptance testing and launch forecasting, labor resource forecasting, process and service cost analysis, as well as travel and expense accountability.

Brightpoint North America March 1998 to May 2000 Sales Representative

City , STATE

- Responsible for sales of wireless devices and accessories to indirect channel customers.
- Developed and maintained relationships with customers servicing various regional and national carriers and across three technology platforms.
- Assisted in execution of sales growth strategy for 11 western U.S.
- states via incorporating a new western distribution center and obtaining new customers - Key member of top revenue and profit growth generating West Coast sales team.
- Discovered opportunities to increase sales through "non-traditional" customers, e.g.
- regional hard/soft goods retailers, auto centers, hardware stores.

Education and Training

Indiana University Bachelor of Science : Business Management and Administration Sciences, History, and Economics City , State Business Management and Administration Dean's List 4.0 Sciences, History, and Economics

