

## GLOBAL PRODUCT MANAGER

### Accomplishments

- SALES EDUCATION PROFESSIONAL EDUCATION Kelley Executive Partners Management training, Bloomington, Indiana 2016 Half day course, I designed, dedicated to teaching managers critical thinking and intellectual openness Kelley Executive Partners Management training, Bloomington, Indiana 2013 Full day course dedicated to strategic, pricing, discounting and negotiating Value Added Selling training, Columbus, Ohio 2012 Selling to your customer based on value Economic Value Training, Atlanta, Georgia 2009 Training designed to aid in the understanding of hospital Accounting and Finances to promote value added selling.
- Professional Sells Negotiation, Chicago, Illinois 2009 A course designed to aid Sales Representatives in skillfully and tactfully negotiating to optimize the outcome for the customer and the company.
- Professional Selling Skills, Chicago, Illinois August 2008 3 day course in which Transactional Sales Representatives are coached to bridge the gap and become the Consultative Sales Representative.
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- Professional Sells Negotiation, Chicago, Illinois January 2009 A course designed to aid Sales Representatives in skillfully and tactfully negotiating to optimize the outcome for the customer and the company.
- Economic Value Training, Atlanta, Georgia September 2009 Training designed to aid in the understanding of hospital Accounting and Finances to promote value added selling.

### Experience

12/2009 to Current

#### Global Product Manager

- Managed 6 product lines comprised of 1500 part numbers Drove the acquisition of 2 new product lines that have provided an additional 20% top line growth to the SBU Commercialized a new product, line extension or product modification in each of the 6 product lines Implemented strategic pricing and regional training focus that has resulted in double-digit growth in 2 core product families.
- Identified, initiated and directed 3 collaborative ventures with Cardinal, Medline and Medtronic Spearheaded 2 global manufacturing consolidations that improved margins by 3 & 10 percent respectively Cook Inc's Quality System's SBU liaison for the Post Market Sub-system PM Representative for the designing of the new Post Market surveillance monitoring system for Cook Inc.
- 1 of 3 people selected to plan and execute Cook's first, all SBU, Global PM Summit Initiated, planned and moderated Critical Care's first Grand Rounds Co-contributor for the ViewTube manuscript published in the US Respiratory and Pulmonary Diseases journal Initiated 2 of the first outsourced development projects for Cook Inc.
- Improved physician training by leading over 30, 8 hour, hands-on, cadaver courses Currently the Industry representative on the Board of Directors for the SHANA Society Designed and launched new booth designs aimed at improving the physicians' experience in our booth Planned and rolled-out a Critical Care Roadmap dictating the direction of the SBU for the next 5 years.

06/2008

#### Danaher 1/4 Se Bothell

- One of eight Salesmen chosen to fulfill the position of Vascular Access and Infection Solution Specialist Acquired 7 new accounts for the focus product of Antimicrobial Central Venous Catheters, while also converting 4 current customers to our newer technology.
- Currently growing at 20% over 2008.
- Created and delivered presentations to various hospital committees.
- Collaborated with Regional Managers, Corporate Accounts Managers and Corporate Account Executives to drive business.
- Developed and implemented business plans for the acquisition of key accounts.
- Researched the market, the competition and developed competencies on competitors' products.
- Unearthed ways to navigate around difficult hospitals while operating within vendor policies.
- Trained physicians and nurses on proper insertion technique and care for central lines.

01/2007 to 12/2009

#### Cook Medical-Critical Care District Manager Bickford Senior Living 1/4 Quincy

- Ascertained Acquired new business, while growing current existing business for more than 170 ordering accounts.
- Converted a non-profitable, negative territory into a profitable territory by growing the business by 17%.
- One of eight Salesmen chosen to fulfill the position of Vascular Access and Infection Solution Specialist Acquired 7 new accounts for the focus product of Antimicrobial Central Venous Catheters, while also converting 4 existing customers to our newer technology.
- 20% growth during the pilot.
- Created and delivered presentations to various hospital committees.
- Developed and implemented business plans for the acquisition of key accounts.
- Negotiated contracts with Corporate Purchasing Agents, Local Purchasing Agents and Physicians.
- Developed Nurtured relationships with Key Decision Makers and Key Opinion Leaders in their respective fields.
- Educated hospital personnel on the proper use and maintenance of products in 13 different product categories.
- Worked in conjunction with hospital officials and Physicians on planning, coordinating and executing events for CME credit.
- Learned the purchasing nuances of each hospital and presented on value and value savings to their committees Selected to be a trainer for new hires while providing support for experienced Sales Representatives and Corporate personnel.

02/2005 to 02/2007

- Monitored, reported and regulated the environmental conditions in medical device production areas.
- Analysis Analyzed of medical devices via Endotoxin testing, Bioburden testing, sterility testing, Zone Of Inhibition testing and Gas Chromatography testing.
- Microbial Identification by via the use of Fatty Acid analysis analyses.
- Validation Validated of medical devices for United States and European Federal approval global approvals.
- Working Worked with other Scientists and Engineers in to developing develop and testing test methods for analysis analyzing of medical devices.
- Training Trained and development of new hires on Federal and Corporate policies policy compliance, in addition to laboratory testing assays.

#### Education

December, 2004

Bachelor of Science : Biology Minors Indiana University  $\frac{1}{4}$  City, State To obtain a Product Management position that utilizes product knowledge while fostering accountability, relationship building and oversight of concurrent projects. Biology Minors

2016

HONORSACCOLADES \*IU Holland Summer Enrichment Program Medical Industry annual lecturer GPA: Indiana University COAS Science Connect panelist 2015 Indiana University COAS Mentor program 2015 Manager of the year 2012 Recipient of the SuCCess Award 2011 Top dollar growth for Percutaneous Tracheostomy product line February 2008 Promoted to Quality Control Analyst December 2006 Gas Chromatography, Endotoxin testing, Microbe Identification, Product Validation, Membrane Filtration, Aseptic Transfer, Antibiotic Zone Analysis, Viable/Non-Viable Particulate Analysis, Media Manufacturing, Cell Culture, Polymerase Chain Reaction, Bacterial Transposition, Genetic Transduction, Gel Electrophoresis, Plasmid Cloning Indiana University COAS Science Connect panelist 2015 Indiana University COAS Mentor program 2015 Manager of the year 2012 Recipient of the SuCCess Award 2011 Top dollar growth for Percutaneous Tracheostomy product line February 2008 Promoted to Quality Control Analyst December 2006

#### Skills

Acid, business plans, Cell Culture, consolidations, contracts, credit, Critical Care, designing, direction, focus, laboratory testing, lecturer, Market, Access, next 5, personnel, policies, presentations, strategic pricing, Product Management, Purchasing, Quality, relationship building, Sales, Summit, trainer, Validation