

Sean Ashby

Seattle, WA
301-641-1892
sean.r.ashby@gmail.com

PROFILE

Accomplished Sales and Sales Leadership Executive – Well rounded sales individual with over 8 years of leadership experience and over 6 years of sales experience. Surpassed quota in every individual contributor role. Experience leading with and without authority as demonstrated by multiple advisory committees and promotions to regional and field sales training roles. Medical device and enterprise software sales experience selling to healthcare for over 6 years.

Enthusiastic Sales Leader – Experience with development as a previous Regional Sales Manager resulting in leadership and revenue growth.

WORK EXPERIENCE

STANLEY Healthcare

Seattle, WA

Client Executive WA, OR, AK, N.Cal,

11/19 – Present

- Member of a highly collaborative matrixed sales organization and part of the Thrive-365 committee dedicated to improving processes that have a net positive affect on customer experience and relationships
- Surpassed 2020 \$8.7m quota by \$1.1m and over 104% - one of 3 Client Executives to hit and surpass plan for 2020
- 143% quota attainment as of Q3 2021- trending to surpass quota by \$1m
- Promoted ahead of peers as a Regional Field Trainer tasked with supporting and training new hires to help shorten the ramp up speed
- Experience selling direct and with channel partners

Applied Medical Technology

Seattle, WA

Regional Sales Manager - West

12/15 – 11/19

- Sales leader with 6 direct reports (associate and full line representatives) with a \$5m territory
- Successfully identified sales retention issue, presented solutions to senior corporate leadership, and changed the compensation plan to include retention bonuses resulting in improving sales rep retention by more than 3 years from less than 1 year
- Ranked 2/5 territories with over \$1m in growth; trained and mentored 4/5 reps to surpass plan resulting in 3/5 presidents club winners and 2/5 top reps in entire organization

Enteral Product Specialist

12/15 – 12/17

- FY17 Rep of the Year, FY16 Presidents Club Winner
- Converted ¾ children's hospitals in the territory from competitive product – only rep to ever convert Seattle Children's Hospital – a strategically significant account
- Trained ICU nurses, trauma surgeons, interventional radiologists, GI and pediatric surgeons in AMT line of surgical products
- Promoted ahead of peers to Field Sales Trainer after one year in territory

US Army Explosive Ordnance Disposal Officer

El Paso, TX

Company Operations Officer

02/13 – 09/15

- Planned and executed the largest demolition operation in America for the [decade](#)
- Accounted for and inventoried a rapidly changing stock of explosives valued at over \$1m
- Experienced with influencing without authority; partnered with TSA, FBI, ATF and local police departments resulting in increased training opportunities for all and improved relationships locally

EOD Platoon Leader

El Paso, TX
10/11- 02/13

- Recognized as top 3/11 platoon leaders and chosen to support 3x the customers as a normal platoon
- Supervised 19 personnel who completed 242 combat missions and removed over 100 IEDs from the battlefield
- Trained and developed the first independently operating Afghan EOD team in Southern Afghanistan
- Responsible for over \$6m worth of specialized tools and equipment in 6 remote and hostile locations without a single loss

EDUCATION

University of Maryland Baltimore County

- Bachelor of Arts in Political Science
- Johns Hopkins Army ROTC

Baltimore, MD
2005-2009

OTHER

- Bronze Star Medal for Service
- Senior EOD Badge