**TIMOTHY BRONARS**

1045 Sunflower Dr. Lee Summit, MO 64081

816-536-5215 | [bronars@att.net](mailto:bronars@att.net)

**Professional Summary**

* Sales results orientated hunter and healthcare sales professional with over ten (10) years in healthcare sales experience.
* Tenacious/relentless work ethic has led to high volume sales increases last 4 years
* 2015 above sales quota level
* 4.5 Million dollars in gross sales in 2014
* 2010-2013 total gross sales dollars exceeds $17 million plus
* Excellent customer satisfaction rating/client retention

**Executive Summary**

In my 10 + years of healthcare experience, I have exceeded sales quota four out of the last five years by placing clinical and financial consultants (contracted labor) for Hospital Information Systems/Electronic Medical Records (EMR) Implementations /Optimization for the following HIS Systems: Epic, Cerner (Siemens), MEDITECH, McKesson and Allscripts. The majority of my healthcare consulting sales consisted of providing additional staff augmentation/project management to hospitals (i.e. Nurses, Pharmacists, Lab/Radiology Technicians/ Project Managers, Business/Revenue Cycle Analysts. I attended numerous professional organization medical and healthcare conferences (HIMMS) and Healthcare Industry trade shows (Montana Hospital Show). In short, I provide my clients with the latest healthcare trend analysis and a “best practice” consultative approach. This approach has led to building numerous long-term relationships with my clientele base: Resulting in growing “profitable” win-win business partnerships with my clients year after year.

**Skill Highlights:**

* Five (5) time President’s Club Winner
* Strong sales-closer
* Client partner relationship builder
* Effective communicator
* Relentless pursuit of marketing efforts has led to reaching previously untapped markets.
* Excellent customer satisfaction rating/client retention

**Education and Training**

North Central College－ Naperville, IL

Bachelor of Arts, Marketing/History

* Sandler Sales Training
* Pulse EMR/Practice Management Training
* WEB MD EMR/Practice Management Training

**Professional Experience**

Proximity Systems－ Tomball, TX November 2015 to May 2016

Regional Sales Manager

* Midwest Regional Sales Manager - My position entails working with Proximity's existing customer base to ensure that they are aware of our latest innovative EMR workstation solutions and add-on products. Additionally, contacting new healthcare clients and educating architects & designers regarding their new hospital build projects & renovation projects that lead to additional sales growth.
* Proximity Systems'​ sales and product design teams typically work with healthcare facilities that are implementing, expanding or replacing IT solutions in their patient care areas; those striving to optimize staff access to electronic medical record technology, medical charting and in-room patient medication, as well as with those intent on eliminating HAI's (Hospital-Acquired Infections) and improving clinical staff workflow.
* Selling wall mounted EMR workstations (Cabinets) in 15 state territory
* **First sale in less than 60 days**
* Attended 4 trade shows

**Morgan Hunter Healthcare- － Overland Park, KS March 2008 to November 2015**

Regional Manager

* Exceeded sales quota four years out of last five years
* **Total Gross Sales exceeding $21 Million plus.**
* Top Ranking Regional Manager in Healthcare Division over a period of 5 years in total sales.
* Highest ranking Regional Manager in company past 4 years in highest volume of new accounts opened (hospitals)
* Positioning company to become a New Hospital EMR Consulting Vendor
* Business Development activities led to **increased sales** opportunities by:
* Effectively identifying new sales prospects and converting into customers
* Winning large RFP proposals and generating new business
* Winning Four (4) large Go-Live Sales Opportunities
* Maintaining the highest margin in the in the Healthcare Division (**39-42%)**
* Effectively negotiate new pricing terms to win additional business
* Getting “repeat business” from existing clients.
* Healthcare Information Systems implementation consulting sales, including:
* Staff Augmentation (i.e. 6-18 months contract placement RNs/Pharmacists)
* Project Management Sales & ICD-10 Consulting Sales
* Meaningful Use I & II Assessments/Sales
* Revenue Cycle Assessment/Sales
* Implementation, optimization, upgrade, on-going HIS /EMR system support sales.
* Most tenacious sales “hunter techniques” employed have led to reaching the healthcare executives (decision makers).
* Effectively Managed West Coast/Pacific Northwest Territory
* Awarded additional South Central Territory, including: Texas/Oklahoma, Louisiana
* Record Setting Pace setting-up new appointments (C/D/V Level) with existing clients and new customers resulting in sales increases
* Research client contacts utilizing industry leading sales tools
* Prospected HIS System and HIMSS trade shows to increase prospective client contacts
* Trained and mentored new sales account manager over 6-month period, which led to substantial sales increase in Territory.

**Time/Warner Internet Services --Kansas City, MO 2007- 2008**

Account Manager-Sales Leader in providing package/bundled sales of internet/phone/TV services

**CIO Inc. --Shawnee, KS , 2007- 2007**

Account Manager Provided Sales coverage for local territory for small businesses, selling software/telephony hardware/software solutions, including Microsoft, 3Com/HP, Dell, Lenovo, Ingram Micro, and others.

**Pulse Systems－ Overland Park, KS 2006- 2007**

Senior Account Manager

* EMR sales to clinics in Midwest territory; responsible for opening up new accounts.
* Provided Physician EMR demonstrations and template building successfully managed the state of Missouri Sales Territory. **Sold Electronic Medical Records and Practice Management Software to Physicians, Clinics and Hospitals** (First Sales Occurred within 60 days of hire). Made 200 calls a week. Expertly Conducted WEB-EX demos and onsite Demos for EMR/Practice Management Software to Practice Managers and Physicians for all medical specialties.

**WEB MD－ Kansas City, KS 2005-2006**

Senior Account Manager

* Recorded first major sale within first week of employment- selling EMR solutions to Health Care Industry.
* Sold EMR to Largest Dermatology Clinics in Territory.
* Successfully managed the Kansas/Missouri Sales Territory. **Dramatically increase market penetration in Electronic Medical Records Sales and Practice Management Solutions to 3-24 Provider Practices (all specialties).** Excelled in conducting sales demonstrations that led to closed business. Employed a strategic partnership approach in building relationship with Doctors, Nurses, PA’s and Office Managers. Impressive record of accomplishment of high dollar ticket sales (i.e., landed multi-practice business).

**Cutting Edge Solutions-Kansas City, MO 2004-2005**

Senior Account Manager

* Sold IBM Datacap, OnBase, Kofax, Fujitsu scanners, Kodak scanners, Canon scanners, voice recognition, email management
* Tireless Cold Caller. Appointment achiever. Presentation/Demo Guru.
* Marketed High End Document Imaging Software to the Healthcare/Insurance and Business Sectors.

**First National Information Solutions－Omaha, NE 2000-2004**

Senior Account Manager

* Tireless Cold Caller. Appointment achiever. Presentation/Demo Guru.
* Marketed High End Document Imaging Software to the Healthcare/Insurance and Business Sectors.
* **Closed $1.5 million in business. Exceeded Quota—Presidents Club Winner.**