

Timothy Moore

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Education

Randolph Macon College 1988
BA Business & Economics

Achievements

URETEK

Presidents Club 2008 – 2018

Hytore

Presidents Club 2009,2010,2011
Avg 25% Growth all years

Stryker

Presidents Council -2007
Quota Achieved 2006, 07, 08
Top 10 Rep 2006,2007,2008
20% Growth 2006,2007
14% Growth 2008

Orthologic

Presidents Circle 1994, 95, 96, 97
Rookie of Year 1994
Region Leader Quote %
'95 (124%) '96 (119%) '97 (121%)
Region Rep of Year 1995, 96, 97
Vice President Award 1997
Region Dollar Growth Leader
'95 \$205K, '96 \$200K, '97 \$225K

Areas of Expertise

New Product Introduction
New Territory Development
Startup Business
Relationship Development
Strategic Partnerships
Bid & Specification Development
Project Management

Community Activity

Chickohominy Middle School
Football Coach
Atlee High School
Pole Vault & Track Coach
Hands Up Ministry

Tim is an experienced and highly energetic candidate who is able to drive profitability improvement through strategic growth and quality enhancement. He has a long record of successfully directing the execution of tactical operating plans across diverse industries: Industrial, Municipal Government, State Government, Federal Government, Military, Engineering, Civil & General Contracting and Healthcare.

EMPLOYMENT HISTORY

6/2008 - Present TORC Industrial LLC.

Manufacturer's Representative

- Sales of capital equipment products and services: Industrial tooling, DOT, Infrastructure, Asphalt Paving, Stormwater & Foundation Products.
- Develop strategic partnerships with A&E Firms, Civil Engineering Firms, Heavy Civil Constructors, General Contractors, Pavement Contractors, Developers and Industrial Contractors.
- Presentations and Safety Training to Industrial Plants, Construction Worksites, Shipyards, Power Generation, VDOT, MDSHA, DCDOT, MWAA, FHWA, Military Bases.
- Manage projects from inception to invoice : RFP search, bid & specification development, solution presentation, budget/quote requirements, project action plans, pricing, contract negotiations.
- Customers include: State of Virginia (VDOT), Henrico County, Norfolk City, City of Richmond, FHWA, Dominion Power, US Navy, US Army, Naval Special Warfare Group, Huntington Ingalls, State of Maryland, District of Columbia, Dulles Airport, Washington Reagan National Airport, Baltimore Washington Airport, NASA, CSX, Norfolk Southern, Dupont, Honeywell (Advantix), Altria, N&S Railroads, Anheuser-Busch, International Paper, Westrock, BAE, Caterpillar and more.

6/2006 - 6/2008. STRYKER COMMUNICATIONS

Technology Consultant

- Sales of integrated operating rooms and connected hospital campus systems
- Products included: Operating table, OR lighting systems, Communication Routers and OR Booms
- Designed Operating Rooms for ergonomics and function
- Customers included: VCU Medical Center, UVA Hospital, Washington Hospital Center, INOVA Health System and more.

6/2004 - 6/2006 PROMED RESOURCES

Principle / Independent Sales Rep

- Sales of medical and surgical products in the operating room, private office, hospital setting.
- Physicians sold to: General Surgeon, Orthopedic and Hand Surgeons, Gastroenterologists
- Principles represented: Kinex Medical, Advanced Rehab, Scandius Biomedical, GameReady, NeuroMetrix, Fujinon GI, Sony, FiberTech

1/2001 - 6/2004 CODEBLUE SOLUTIONS President/Founder

SAAS Practice Management and Electronic Medical Records

6/2000 - 1/2001 DR2DR.com Vice President of Sales

SAAS Practice Management and Electronic Medical Records

11/1999 - 6/2002 WORLD INVESTOR LINK Head of Sales

Internet Delivery of Financial Information of Publicly Traded Companies

12/1993 - 11/1999 ORTHOLOGIC Dir. Nat'l Accounts

Sales of orthopedic rehabilitation equipment. Various other positions ranging from sales to national management

8/1992 - 12/1993 MID ATLANTIC MEDICAL SERVICES Account Mgr

6/1989 - 8/1992 PRUDENTIAL HEALTH CARE PLAN Account Exec

8/1988 - 6/1989 SNELLING & SNELLING Consultant