

XXXXX XXXXXX

CITY, STATE | (xxx) xxx-xxxx | EMAIL | LINKEDIN URL

Medical Device Sales | Consultative & Solutions

Customer/Client-Centric leader who delivers exemplary sales revenue growth

Self-directed device, laboratory and supplies services executive with a comprehensive background in client and customer relations with exceptional skills of leading teams, staff training & development, relationship management, and strategic planning. Strong record of successfully leading teams to achieve significant revenue and profit growth. Recognized for the management and training of numerous employees including supervisory level staff. Thrives to provide expert product solutions both through a knowledge-based approach as well as demonstration. Consistently identifies areas to cut expenses while developing policies and procedures that reduces time spent on business processes and administrative/reporting. **Brief Overview of Leadership Successes**

- **Staff Supervision & Training:** Management and training of 12-40 staff including 4-8 supervisory level staff
- **Cost Reduction & Company Savings:** Realized company savings between \$6K - \$24K; reduced refining energy consumption by 10% successfully achieving a multi-million-dollar cost savings
- **Safety & Customer Service:** Decreased accidents by 10% from the previous year and customer overruns by 8% to 6%

Overview of Expertise Areas

- Consultative, Solution Sales, Operations Management, Planning & Strategy
- Medical Device, Laboratory & Supplies
- Diagnostic, Lab, Imaging, Laser & Regenerative Medicine Products
- Clinic, Physician Relationships, Managed Care
- New Business Development, Existing Accounts
- Product Management Methodologies
- Budgets & Forecasting
- Key Stakeholder Relations, Customers
- Continuous Improvement Processes
- Staff Coaching & Training
- People Management Skills
- Cost Savings & Revenue Growth

Professional Experiences

MEDICAL SALES REPRESENTATIVE ▪ xxxxxxxx ▪ Salt Lake City, UT **2018 – Present**

Business Development ▪ Target Identification and Valuation ▪ Due Diligence ▪ Contract Negotiation ▪ Sales Planning

Responsibilities:

- Provides a one-sales representative approach to selling Diagnostic, Lab, Imaging, Laser and Medicine Products.
- Develops and maintains healthcare product knowledge in order to educate and inform clinics and physicians.
- Nurtures existing client relationship while developing new ones with an understanding of the organization.

AREA MANAGER ▪ XXXXXXXX xxxxxxxxxxxx, Inc. ▪ Pine Bluff, AR **2016 – 2018**

Operations ▪ Staff Management ▪ Strategies ▪ Finance Budgeting ▪ Process Improvement ▪ Cost Reduction

Responsibilities:

- Managed 40 union employees and 4 salaried supervisors.
- Ensured maximum efficiency and profitability.
- Drove improvements and efficiencies by identifying areas of opportunity; implemented industry best practices.
- Reduced costs through oversight of budgets, tracking of expenses and end of the month accounting reports.

Technical Contributions:

- Spearheaded efforts to resolve system related problems to ensure optimal production uptime.
- Improved paper machine screening efficiency by improving processes and reduction of breaks.
- Increased machine run ability and performance by improving PM moisture, BW, and caliper profiles.
- Implemented process improvements by reducing overall paper loss/rejects of the paper machine.

ASSISTANT SUPERINTENDENT ▪ The Xxxxxx XXXXXX ▪ Mobile, AL

2013 – 2016

Operations ▪ Production & Performance ▪ Staff Training & Evaluation ▪ Compliance & Regulations

Responsibilities:

- Managed, trained, and evaluated 40 union employees and 8 hourly supervisors.
- Oversaw daily operational goals, targets and objectives including maintaining for production uptime, tonnage, sheet quality, safety, shutdowns, and performance management.
- Implemented safety policy and machine standards, managed the Safety Committee.
- Led the team to reduce the overall number of recordable accidents by 10%.
- Achieved reduction in over-running customer orders (8% to 6%).

Technical Contributions:

- Saved an estimated \$6K by reducing drying energy consumption.
- Reduced maintenance time spent on unplugging high-density cyclone cleaners by implementing a PM program for verifying dump sequence and proper operation of automatic valves, stock flows, and operating pressures.

FILL-IN PRODUCTION SUPERVISOR & ENGINEER ▪ Xxxxx Xxxxxx ▪ Fernandina Beach, FL

2008 – 2012

Production Operations ▪ Project Management ▪ Procedures ▪ Policy ▪ Staff Training

Responsibilities:

- Managed and supervised 24 union employees.
- Directed production and all activities aligned with company policies, targets, and d regulatory compliance.
- Conducted safety meetings and performed weekly safety audits to support safety objectives.

Technical Contributions:

- Led numerous internal projects including implementing overall start-up procedures for trainees on two paper machines, carrying out DCS graphics for paper mill trainees and back tenders operating the equipment.
- Significantly reduced energy consumption that benefited the entire organization.

PROCESS ENGINEER / SHIFT SUPERVISOR ▪ Xxxxxx XXXXXXXX LLC ▪ Reading, PA

2004 – 2008

Team Supervision ▪ Best Practices ▪ Employee Training ▪ Process Development & Optimization

Responsibilities:

- Supervised a team of 12 union hourly employees as Fill-in Supervisor.
- Trained set-up employees, including back tenders, machine tenders, and winder operators.
- Implemented best practices, routines, and solutions to improve production rates and output quality
- Realized \$22K annual savings through the reduction of the mill's cost/ton costs.
- Performed within a leadership role as the Wastewater System, Chemical System and Quality Control Steward.

Technical Contributions:

- Developed, configured, and optimized industrial processes according to expectations.
- Ran chemical trials and optimized chemical feed rates.
- Displaced fresh water with filtered white water; closed water system by an additional 1%.

Education

Bachelor of Science (BS) in Engineering Management, Paper Science & Engineering

Miami University – Oxford, OH