

DIRECTOR OF NATIONAL SALES- US. HEALTHCARE  
Executive Profile

SALES AND BUSINESS DEVELOPMENT EXECUTIVE Successful in sales management and business development at the local, regional, and national levels. Hands-on manager with highly developed negotiation skills. Provide sound budgeting, financial, and forecasting management. Creative problem solver who drives revenue, resolves conflict, and consistently exceeds sales goals.

Skill Highlights

- Leadership/communication skills
- Business operations organization
- Client account management
- Budgeting expertise
- Negotiations expert
- Employee relations
- Self-motivated
- Market research and analysis
- Customer-oriented
- Microsoft Family Products
- Customer CRM
- GPO and IDN targeting
- Vendor and Distributor Relations
- National Business Development
- Regional Business Development
- Local Business Development
- Forecasting
- C-Suite Executive Targeting
- Exceed Profit and Sales Goals
- Problem Solver
- Sales Management

Core Accomplishments

45% Healthcare division growth in 2014

500% growth of Healthcare active business pipeline

Developed, managed, supported sales budget that exceeded 20 million dollars

Exceeded sales and profit goals by 40% plus in 2010, 2011, 2012, 2013, 2014

Grew Northeast Region into largest and most profitable territory in company 2012-2014

Largest territory margin increase in company 2012-2014

Took territory from 5 % under contract to 65% (highest % in company) 2012-2014

Highest new account margin in company 2013-2014

Multi-Year contest winner

Professional Experience

Director of National Sales- US. Healthcare

March 2014 to Current Company Name 1/4 City , State

- Responsible for leading and overseeing all national sales functions for healthcare segment consisting of medical gases, maintenance/certification services, and durable medical equipment
- Develop strategies to improve customer experience while increasing sales margins within hospital, dental clinics, skilled nursing centers, medical equipment and healthcare services segments.
- Manage divisional budgets/P&L, forecasting, sales, supply chain management, strategic direction and business planning for national sales representatives and supply chain engineers
- Identify key strategic relationships with suppliers in medical equipment, medical gas supplies, maintenance and certification services, GPO and buying groups to increase margin and sales
- Created new healthcare sales verticals and channel sales opportunities
- Manage and develop regional, national, and local distributor relationships for healthcare segment
- Responsible for client related risk assessment, action planning, project development, and implementation
- Project manager of all new healthcare facility construction opportunities
- Developed all healthcare training and marketing material for internal and external personnel
- Prospect, assess, mentor, and develop all fortune 500 healthcare opportunities in Nashville and with top tier US national customers
- Train national sales team in all aspects of healthcare related sales material including proposals, product offerings, and consultative healthcare sales tactics
- Support day to day sales activities for all reps
- Develop reporting capabilities for customer dashboards and key performance indicators for healthcare division
- Developed systems, policies, and procedures for internal customer service and data entry staff.
- Present all major proposals to clients, negotiate pricing, review contracts, and define service expectations

National Accounts Manager- Northeast Region

June 2012 to March 2014 Company Name 1/4 City , State

- Industries serviced include hospitals, skilled nursing facilities, clinics, retail sporting goods, and industrial wholesale contractor outlets for medical/industrial/retail gases and equipment
- Responsible for overseeing all business development activity in northeast territory that included all customer activities, customer service, budgeting, forecasting, contract negotiation, and billing.
- Attained new business via campaign management, direct selling, prospect qualification, value capture analysis through consultative selling techniques
- Coordinated all internal company activities with external partners to deliver solutions to clients
- Managed and maintained relationships with key national and regional distributors
- Achieved highest customer service ranking within company
- Managed, developed, and maintained highest profit and sales territory for entire company that included top 2 industrial accounts, #1 retail account, and #1 hospital account.
- Maintained highest activity levels within company for meetings, proposals, and new business sold.

#### Business Development Manager

June 2006 to April 2012 Company Name i¼ City , State

- Responsible for managing all aspects of engineering business development and sales for Delaware and New Jersey to medical device, pharmaceutical, industrial manufacturing, electronic manufacturing, and R&D organizations. (DuPont, Dentsply International, Siemens, W.L. Gore, Goodrich, Chrysler, General Motors, T.A. Instruments, FMC BioPolymer)
- Exceed weekly actively goals with 15 + meetings, 3 client lunches, 100 + daily cold calls, 100 self-generated leads
- Responsible for customer analysis, developing sourcing strategies, identifying screening requirements per customer, coordinating selection and compliance processes, identifying K.P.I. and initiating formal procedures for follow-up and client saturation /satisfaction
- Coordinate and manage all internal responsibilities for various internal departments
- Identify and build relationships with all key decision makers and influencers that include: Direct and Indirect Hiring Managers,
- Provide a consultative and results driven process to clients that is accompanied by continuous follow-up

#### Education

B.A : Marketing , 2006 Bloomsburg University i¼ City , State

#### Professional Training

Karrass Effective Negotiating Seminar

Linde Pro Sales Training

Sales Performance International-Solution Sales

Sales Performance Internal-Management Training

Challenger Sales Training

Completed Advanced Sales Training I

Consultative Sales Training Situational Leadership I

Behavioral Interviewing Training

Advanced Lead Generation Techniques and Diversity Training