

▼ PROFILE

- Results oriented sales and management executive with 16 years of experience driving complex initiatives including:
 - Solution Sales
 - New Business Development
 - Payer Services
 - Healthcare Operations
 - IT Systems & Applications
 - New Market Launch
 - Territory Development
 - Sales Force Motivation
 - Business Turnaround
 - Channel Partnering
- Skilled in consultative selling and building relationships at VP and corporate suite levels. Ability to direct sales process across multiple departments and decision makers.
- Proven track record for eclipsing sales goals, rapidly expanding business base, and ensuring customer satisfaction.
- Catalyst in implementing positive change, igniting stagnant operations, and facilitating multi-million dollar sales growth in diverse healthcare markets.
- Outstanding communicator and negotiator with the ability to influence key decision makers and broker high dollar volume agreements.

▼ EDUCATION

**B.S., Management Science
Concentration in Marketing**
STATE COLLEGE, Boston, MA

▼ PROFESSIONAL EXPERIENCE

Account Executive, Healthcare Analytics Sales

BIG COMPANY 1, Minneapolis, MN 2004 - Present
The leading provider of decision management solutions powered by advanced analytics.

- Developed emerging technology sales and territory management plan for Eastern half of the U.S.
- Sales pipeline development through strategic target setting, prospecting, building market awareness, and creating need.
- Pipeline will generate \$5M-\$6.5M in closed new business during current fiscal year.

Vice President, Payer Services Sales

BIG COMPANY 2, Nashville, TN 1999 - 2004
The leader in healthcare transaction processing and outsourcing services.

- Promoted from Senior Sales Representative to Corporate Account Executive to Regional Sales VP to VP of Payer Services Sales.
- Oversaw a 25-member sales and customer care team generating \$72 million in revenue from sales operations in 22 states.
- Developed sales plans and strategies in order to promote payer services solutions to major health plans and generate transaction based revenue.
- Sold into major accounts including Blue Cross Blue Shield of MA, Carefirst, and HIP of NY, increasing annual revenue by 20-35%.
- Orchestrated and finalized 50 new business deals which generated \$5.8 million per year in transaction based revenue.
- Closed key account deal worth \$600,000 in one time fees, \$1.2 million per year in ongoing transaction revenue, and \$5 million in additional revenue across other company division (the largest deal off its kind within WebMD).
- Consistently exceeded individual and teams goals by 15-25%.
- Ranked nationally as 3rd most productive sales representative (60 eligible).
- Divisional Sales MVP for overall sales performance.

Business Development Director & Facility Administrator

MID COMPANY 1, Westborough, MA 1996 - 1999
Beaumont: A 152-bed JCAHO accredited healthcare facility generating over \$10 million in revenue.

- Increased net profit in first year to \$750,000 after running at a loss the previous year. Expanded net profit to \$1.1 million by 1999.
- Managed \$9 million operating budget, 8 department supervisors, and 260 full time employees.

Personnel Director

SMALL HEALTHCARE / Braintree, MA 1994 - 1996
John Scott House: A 187-bed rehabilitation center with 225 employees and \$9 million in revenue.

- Aided in sales, marketing, and trade show operations, enabling promotion to The Salmon Group.

Sales Representative

ABD SERVICES, Natick, MA 1991 - 1994
A \$40 million ambulance and emergency response service.

- Generated \$400,000+ in annual sales from major hospitals in Eastern MA. Consistently exceeded monthly quotas by 20-30%.
- Successfully built referral network, allowing for 2 new territories.

Sales Representative

INFORMATION SYSTEMS, Canton, MA & New York, NY 1989 - 1991
A \$200 million microcomputer and networking equipment reseller.

- Generated \$5+ million in annual sales promoting multivendor systems and equipment to FORTUNE 1000 corporations.
- Consistently met or exceeded sales quotas and awarded for overall performance excellence.