

## SUMMARY OF QUALIFICATIONS

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Experience in selling, training, and inservicing a wide range of orthopedic products; conducting professional written and oral presentations, and developing new national sales programs.

Experience in territory management from weekly to monthly rotations, generating sales reports accurately and promptly, budget and time management.

## EXPERIENCE

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### DeRoyal

Atlanta, GA

*Patient Care Territory Manager*

#### Responsibilities:

- Product responsibilities include range of motion braces, custom knee and back braces, off-the-shelf orthotic devices, orthopedic softgoods, casting, rehab and therapy products, wound care, and restraints; work directly with physicians and end-users in hospitals and private practices converting products, fitting and measuring for custom knee and back braces.
- Manage existing business and create new business in a \$1.8 million territory spanning all of Atlanta and northeast Georgia.
- **Spearheaded creation of DeRoyal's Spinal Brace Program, which has become one of DeRoyal's largest national programs; developed charts and educational materials with physicians and therapists for implementation in hospitals nationwide; trained sales force in regional and national meetings on proper application of braces and steps taken within hospitals to begin conversions.**
- **Awarded gold metal (first place) in spine program for highest growth sales four quarters 2004 and first quarter 2005 out of 65 positions.**
- **Top sales growth in product categories in five out of twelve months for 2004 resulting in overachievement of quota.**
- Created opportunities in previously hostile accounts, (Grady Memorial Hospital, Veterans Administration and Gwinnett Medical Centers) increasing sales by \$20,000 per month in 2005.

#### Training:

- ABC orthotic fitter's course; awarded RFO, registered fitter orthotics.
- Two day Weber Associates organizational management course.
- Siebel systems computer training course.

### DeRoyal

Georgia/Florida/Alabama

*Wound Care Sales Specialist*

#### Responsibilities:

- Responsibilities included sales of advanced and general wound care, burn dressings and wound care kits, training and assisting Patient Care and Acute Care sales forces on proper inservicing and marketing of wound care; trained physicians and nurses on proper application and use of products in wound care clinics, private practices, burn units, nursing homes and home health.
- Covered Georgia and Florida from July 1998- May 1999; **converted Florida from 0% growth to 24% growth, exceeding 1 million dollar mark and creating the ability for the state to sustain its own rep;** covered Georgia and Alabama from June 1999-February 2002.
- **Ranked number one out of 24 positions nationally for sales volume of both advanced and general wound care, 2000-2001.**

- Won awards 1999 and 2000 for highest advanced wound care growth and volume out of 24 positions.
- Ranked number one out of 25 positions nationally for sales volume of advanced wound care, 2002.
- One of two national field trainers for new wound care sales representatives; trained reps in their territories in Texas, Florida, Tennessee, North Carolina and Ohio.
- Converted Alabama from \$20,000 per month loss to \$23,000 per month gain in one year by converting business in new nursing home accounts and recapturing lost business in existing hospitals.
- Wrote and delivered CEU program on wound care dressings to Georgia Association of Physical Therapists, March 2001.

**DeRoyal**

**Powell, TN**

*Inside Sales Representative*

**Responsibilities:**

- Responsibilities included sales of advanced and general wound care, orthopedic softgoods and casting to nursing homes and home health markets.
- Worked with eastern region Patient Care Sales Force developing wound care and orthopedic accounts.
- Managed and grew large wound care accounts in rural areas.
- Worked with nurses and nursing staff over the phone to complete sales.
- Averaged over sixty calls a day to nursing homes, home health facilities and sales representatives.
- **Promoted into Wound Care Sales position.**
- **Recognized as Most Valuable Inside Sales Representative by Patient Care Sales Force in National Sales Meeting, 1997.**

**Training:**

- 3 week sales training, including the Professional Sales Skills program (PSS).

**EDUCATION**

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**University of Tennessee**

**Knoxville, TN**

**American Board for Certification**

**Atlanta, GA**

- B.A., Asian Studies. Minor: Political Science.  
1994 **Vice President UT Rowing Club**; 1994-1995 **Men's Novice Head Coach** trained 25 novice rowers; 1993-1995 club equipment manager; 1992-1995 volunteered at children's center teaching Spanish and crafts; 1991-1996 **worked 30 hours/week to support education.**
- AFO, certified orthotic fitter.