

RESUME SAMPLE

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SENIOR SALES EXECUTIVE

HEALTHCARE SALES & RELATIONSHIP MANAGEMENT STRATEGIST » 20+ YEARS TOP PERFORMANCE & REVENUE GROWTH

*Millions in Revenue and Groundbreaking Deals for a Fortune 15 Healthcare Solutions Leader
Cultivating Strategic Executive Relationships to Close Multimillion-Dollar, Multi-Year Agreements*

Trailblazing solution sales leader; builds influence and consensus in the executive suite via expert management of discovery, solution design, and complex negotiations throughout an extended sales cycle. **Enterprise deal architect;** possesses an extensive network and exemplary reputation among healthcare decision makers at the executive level. **Opportunity catalyst and expert negotiator;** offers a deep and strategic knowledge of the healthcare IT competitive landscape.

Sales & Leadership Strengths Include:

Executive Presentations | Stakeholder Management | Opportunity Creation | Strategic Sales Planning | Complex Negotiations
Revenue Cycle Management | Business Process Outsourcing | Practice Management Applications | Multi-Platform Solutions
Partner/Vertical Sales Strategies | Channel & Territory Expansion | Revenue & Business Growth | Target-Specific Tactics

PROFESSIONAL HISTORY

CORPORATION | City, State (HQ) | YYYY – Present

Progressive growth and advancement through the IT solutions/business performance services (BPS) group for the publicly traded, multibillion-dollar corporation, the nation's oldest and largest healthcare services company.

SENIOR DIRECTOR OF BUSINESS DEVELOPMENT

Award-Winning Performance | Six-State Territory | \$350K-\$4.5M Deals | Strategic C-level Negotiations

Senior sales leader in the specialized practice management division of Company Name. Access and present to executives at large physician practices, employed medical groups, and academic facilities as a key member of the strategic services team, accountable for sales and business development throughout NJ, DE, MD, WV, OH and PA. Market highly customized revenue cycle management solutions, Accountable Care Organization services, and consulting services. Partner with IT/business leads to integrate with the client's environment. Mentor and develop junior sales associates.

- ▶ **Closed the largest revenue cycle outsourcing deal in the company history**, a \$4.5M accounts receivable management contract for a large academic practice on the West Coast.
- ▶ **Dominated the field year-after-year**, with an impressive trajectory that includes seven years as top revenue producer in the division – 2001, 2004, 2005, 2007, 2008, 2010 and 2013.
- ▶ **Captured multiple Presidents Club awards and other prestigious distinctions** for sales and leadership abilities, garnering accolades from senior executives in a Fortune 15 enterprise sales environment.
- ▶ **Structured and negotiated pioneering deals for IT outsourcing**, including the first Visiting Nurse Association agreement and a long-term contract with the first non-native IT account.

COMPANY NAME | City, State (HQ) | YYYY - YYYY

DIRECTOR OF FIELD MARKET DEVELOPMENT

Strategic Channel Architect | Distribution & Partnership Management | New Territory Development

Recruited to evaluate competitive pricing/positioning, and established a Northeast market-entry strategy for the Indiana-based developer of laboratory and pathology management systems. Compiled a repository of competitive research and presented findings and recommendations to senior management.

NAME OF COMPANY City, State (HQ) | (...continued)

- ▶ **Identified and negotiated VAR agreements within the local market to propel rapid growth.** Created significant market opportunity at minimal marketing investment.
- ▶ **Orchestrated and managed the company's secondary distribution,** a strategic network of partners located up and down the Eastern Seaboard.

EARLY CAREER ACHIEVEMENTS**NAME OF COMPANY** | City, State (HQ) | YYYY - YYYY | **Senior Medical Representative**

Planned and executed targeted market development efforts for a growing healthcare practice management platform, extensively leveraging telemarketing, relationship marketing, and trade show channels to activate the customer base in dental and medical sectors.

- ▶ **Secured the 1993 Top Performer Award, the first year on the team,** for sales of 125% to goal. Delivered sales of 108% to goal in 1994.

NAME OF COMPANY | City, State (HQ) | YYYY - YYYY | **Regional Sales Representative**

Cultivated decision-maker relationships and captured share for turnkey office automation systems in the medium and large physician group market throughout the Tri-State area. Identified client needs to effectively differentiate the product's value against core business goals for healthcare practice leaders.

- ▶ **Consistently outperformed sales and revenue targets in a large territory,** capitalizing on downward pricing trends in hardware/networking peripherals to advise office managers on automating paper-based systems.

NAME OF COMPANY | City, State (HQ) | YYYY - YYYY | **Medical Systems Consultant**

Catalyzed and quantified opportunity in Northwestern NJ for a Blue Cross Blue Shield affiliated provider of hospital software systems. Provided comprehensive infrastructure development and long-term healthcare IT strategy consulting to hospital-based physician managers and senior leadership.

- ▶ **Opened the new territory, and captured new business with hospitals and influential physician practices** throughout Warren, Sussex and Morris Counties.

NAME OF COMPANY | City, State (HQ) | YYYY - YYYY | | **Marketing Representative**

Pitched, presented and negotiated IBM financial and clinical process management systems to medical practices and practitioners throughout the greater Metro-NY/NJ for a regional IBM healthcare solutions provider. Customized systems around customer-specific needs in collaboration with technical counterparts at IBM.

- ▶ **Gained a significant foothold in the territory,** carving out value for the product via seminars and product education throughout New York and New Jersey.

EDUCATION

SCHOOL OF BUSINESS, UNIVERSITY, City, State
Bachelor of Science in Business Administration (BSBA), Marketing

COMMUNITY LEADERSHIP

Town Youth Association, City, State
Director, Oxford Youth Basketball
Extensive Participation in Youth Sports & Other Community Programs