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SENIOR SALES PROFESSIONAL

Objective: To contribute 20+ years of knowledge, success and experience in sales and business development and territory management. Silicon Valley + startup experience. Proven work ethic: proactive, goal-oriented, open to new ideas and committed to excellence. Two-time president of Toastmasters International local chapter. **Core competencies include:**

Competitive Intelligence
Consultative Sales
Contract Negotiations

Forecasts/Budget Management
Five-Step Sales Approach
Industry Networking

Lead Generation
New Business Development
Product Demonstrations

Sales Cycle Compression
Strategic Planning & Analysis
Team Leadership

PROFESSIONAL EXPERIENCE

Carbon3D – Redwood City, CA (HQ) 11/2018 to 03/2020

ACCOUNT MANAGER – CARBON DENTAL TEAM

Joined Carbon Dental team to help build out critical post-sales support as a featured service of the subscription sales model. Primary liaison between the client and company and helping clients to maximize the value of their Carbon M1 and M2 printers, Smart Part Washers and proprietary resins. Quickly tapped by leadership to also take on sales responsibilities.

- Achieved 100% of 40 printer installs
- Achieved 100% of Total Contract Value \$1,350,000

Panthera Dental – West Coast Region (CA, OR, WA, NV, AZ) 2017 to 2018

REGIONAL SALES DIRECTOR

Hired to pioneer and establish new region for burgeoning company focused on CAD/CAM prosthetic implant solutions and dental sleep appliances. Represent the company at trade shows and industry events.

- Aggressively identified and pursued new business channels, finishing 126% over 2017 sales.

Zahn Dental (a division of Henry Schein, Inc.) – Northern California (region) 1996 to 2016

FIELD SALES REP & CAD/CAM SPECIALIST (2002-2016)

Multi-million-dollar, multi-state territory. Promoted and sold diverse portfolio of dental laboratory products, small equipment, CAD/CAM, lab furniture and accessories used in the production of crowns and dentures.

- 2016 - 103% of sales budget
- 2015 - 105% of sales budget
- 2014 - 103% of sales budget
- 2013 - 106% of sales budget
- 2012 - 100% of sales budget
- 2011 - Rep of the Year Award Winner

REGIONAL SALES MANAGER (1996-2002)

Led multi-state region and 6-person sales force; additionally, managed Tooth Department and Call Center operations for three different locations. Administered training budget and prepared budget reports.

- 1997-2001 - Achieved year-over-year double-digit growth in region
- 1998 - Ney Dental Distributor Award Winner & Whatever It Takes Award Winner
- Interviewed, hired, trained and mentored new sales reps; tapped by executive team to build multi-state sales force.
 - Developed dynamic sales rep training program (role-playing, team exercises, group discussions, videos, lectures).
 - Reinforced training through goal setting, coaching, contests and incentives, and one-on-one support.
- Co-managed logistics and execution of multiple National Sales Meetings (100+ attendees); worked cross-functionally to organize schedule, secure keynotes, contact + contract third-party vendors, develop and disseminate collateral, and more.

Leach & Dillon Dental (nka American Dental Supply, Inc.) – San Francisco, CA 1990 to 1995

TERRITORY MANAGER

- Grew territory from \$0 to \$1M+ in sales of alloy, porcelain and consumable materials.

EDUCATION & TRAINING

Associate of Applied Sciences (AAS), Dental Laboratory Technician – CUNY New York City College of Technology
Sales Training Programs – Tom Hopkins, SPIN Selling, Winning Edge, Sandler Sales Training