

JERRY STACK

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SUMMARY

Highly accomplished sales manager with extensive experience developing new national accounts while maintaining existing business. Proven ability to meet and exceed goals, and a demonstrated expertise in the ability to train and manage sales representatives and distributors.

AREAS OF EXPERTISE

- Territory Development: Geography consisting of eastern Canada and the United States down to Puerto Rico and west to the Mississippi River, and the development and growth of all Dealer and Direct Sales within these boundaries.
- Account Management: Growth of all Distributor Sales in eastern North America with sales of our products in excess of \$50K.
- Sales Management: Managed a 10 person sales team and 145 distributors. Set and monitored Goals for both.
- Sales Training / Development: Provided the sales training and product utilization for Eastern Region sales team, and its distributors.
- Performance Review Form: Developed a process for determining each Representative's yearly performance. Process was adopted companywide to determine all raises and promotions.
- Computer Skills: Microsoft Office, Lotus Notes, ACT, and Salesforce databases.

PROFESSIONAL EXPERIENCE

SAM MEDICAL, Tualatin, OR

2007 – 2010

\$10M medical manufacturer of splints, hemostatic agents, wound care dressings, and teaching aids.

Manager, Southeastern Region

- Managed 145 dealers in 16 states that were responsible for sales of our entire product line to Hospitals, Emergency Medical Services, Homeland Security, Colleges/Universities, and the Military.
- Consistently met or exceeded sales in all product groups.
- Grew hemostatic or wound/blood clotting agent from \$85K to \$1M + in 14 months.
- Secured multi-year, national account contract with American Red Cross for branded splints to be sold to their branch's first aid trainees.

AMBU, INC., Linthicum, MD**1989 - 2007**

\$40M medical manufacturer of resuscitators (disposable and reusable), peep valves, laryngeal mask airways, oxygen regulators, suction pumps, and CPR manikins.

Vice President/Regional Manager**1999 - 2007**

- Trained and managed a 10 person sales team covering eastern United States, eastern Canada, and Puerto Rico. Responsible for soliciting new business and sales of our medical products to distributors and end users.
- Set and monitored all sales goals for each Representative and the Region.
- Named "Regional Manager of the Year" in 2000, 2002 and 2006. Had highest growth dollars and percentage of sales.
- Grew sales and profits by a 14% to 19% average over a 5 year period.
- Motivated and led 4 sales representatives who exceeded goals and achieved recognition as the top sales representatives during four consecutive years.
- Closed largest to date sale with Owens & Minor of \$1.3M. Instituted negotiations, meetings and assisted in setting pricing to facilitate sales closure. Also, signed us on to their most favored vendor program.
- Closed second largest to date sales with 2 Distributors. Instituted negotiations, and set pricing to facilitate sales closure. Both sales totaled in excess of \$500K.

Sales Representative**1989 - 1999**

Managed distributor sales and sold directly durable and disposable medical products to Hospitals, Clinics, EMS and Fire Department markets in Virginia, North and South Carolina.

- Consistently increased sales and profits by double digit % of growth over an 8 year period.

Chemetron Corporation, St. Louis, MO**1984 - 1989**

Responsible for the sale of equipment and medical gas delivery systems. This involved working with Contractors, Architects, and Mechanical Engineers in the design, and building of Clinics and Hospitals. Markets included Virginia, North and South Carolina.

Sales Representative

- Consistently increased sales and profits by 8 to 10 % over a 4 year period.
- Sales Representative of the Year in 1988. Number 1 out of 50 Reps.

EDUCATION

AA, Miami Dade Community College, Miami, FL
Respiratory Therapy Technician, Miami Dade Community College

PROFESSIONAL DEVELOPMENT

Skill Path and Brian Sullivan Seminars