

MIKE SCHWEBEL

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GM / SALES & BUSINESS DEVELOPMENT MANAGER

**Sales Growth / Marketing / Key Accounts / Consultative Sales / Territory Management
B2B / Inside Sales / Sales Operations / CRM / VRM / Wholesale Distributors / Proposals
Training / Presentations / Contract Negotiations / Recruiting / Talent Acquisition**

Award-winning top producer individually and as a team leader who has increased sales, expanded market share and exceeded goals for diverse industry leaders in pharmaceutical, healthcare, medical products and business systems arenas. Recognized for ability to understand the market, the customer and the competition and to take decisive action. Sees the big picture while still focusing on driving results.

By tenaciously prospecting new accounts and creating solutions to customer and market needs, penetrated new markets, improved territory performance and established long-term, profitable client relationships. Whether turning around an underperforming territory or making a profitable one even better, can immediately contribute by:

- ☐ **Employing hunter sales techniques to find and close deals**
- ☐ **Aligning solutions with customer expectations to deliver value**
- ☐ **Cultivating strong relationships to acquire, retain and grow key accounts**
- ☐ **Recruiting, training and motivating high performance sales teams**
- ☐ **Revitalizing support teams and redefining target customers**

Proven track record of generating profitable results through decisive action, innovative problem-solving and thorough follow-up. Aggressive, hard-working self-starter who leads by example. Takes on challenges with a get-it-done attitude. Experienced sales trainer who enjoys helping others develop their skills. **BBA, Marketing** (Political Science minor), Miami University of Ohio, Robert T. Farmeer School of Business.

Selected Accomplishments

- Grew monthly book of business 500% to \$3M at Global Medical.
- Doubled PriMed monthly sales to \$1.1M within one year.
- Hunter sales approach results in Business Developer of the Year award at Sterling Distributors.
- Led by example, attaining Sales Leader of Month status 17 times in three years.
- Redefined PriMed target customers, boosting average sales four-fold to \$35K.
- Talent acquisition, training and mentoring yielded new hire sales >\$150K per month at PriMed.
- Broke monthly sales and gross profit records at Sterling Distributors.
- Earned coveted sales awards two years running at Canon Business.
- Achieved Top 3 status on team of 20+ reps at Wood Business.

Career History

Sales Manager, PriMed Pharmaceuticals, 2014-Present. Facilitate productive and fostering work environment for six reps. Recruit, interview, train, coach sales reps who can perform the inside sales position, and ensure sales reps are achieving their monthly goals. Develop and implement the ongoing training that each rep needs.

Business Development - Diabetes Care, Global Medical Products & Hospital Supplies (GMPHS), 2009-2014. Sold and promoted GMPHS's portfolio of diabetes products with focus on targeted and non-targeted independent pharmacists, medical supply stores and wholesale distributors.

Sales Manager / Purchasing, Sterling Distributors, 2006-2009. Responsible for team performance, sales meeting agendas, coaching quality of team's calls, and managing book of business which consisted of 250+ independent pharmacies, medical supply stores, healthcare providers, mail order facilities and wholesale distributors.

Senior Account Executive, Canon Business Solutions, 2003-2005. Solicited new business using consultative sales approach. Surpassed monthly sales targets by obtaining appointments from prospects, created customized professional proposals, implemented successful time/contact management strategy and closed deals. Conducted detailed presentations and negotiated pricing and major service contracts with key corporate executives.

Area Manager Solutions Provider, Wood Business Systems, 2001-2002. Developed territory by employing various contact management strategies and became hunter of new business. Quickly built vast and diverse book of law offices, architectural firms, churches, cruise lines, racetracks, ad agencies and just about any type of business.