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| Gregory Brown  Chicago, IL |
| Executive Sales Manager |

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Territory & Account Management | Business Development | Sales Plans | Service Delivery & Management | Profit Improvement | Continuous Process Improvement | Key Accounts | Forecasting | Contract Negotiations | Strategic Partnerships | Business Expansions | C-Suite Partnerships | Product Training & Demonstrations |

High-performing and customer-focused sales executive with proven strengths in building alliances and maintaining strategic relationships selling enterprise software and SaaS-based solutions. Respected by peers for ability to share knowledge and mentor team members and recognized as agile and at ease navigating and pivoting through ever-changing and competitive landscapes. Comfortable contributing in the trenches, as well as strategically communicating with leadership and key stakeholders keeping them engaged, informed and earning their trust. Excel at:

* **Developing and executing aggressive and well-organized growth strategies**
* **Researching and creating traction in emerging markets**
* **Sourcing, landing, managing and closing key accounts**
* **Carving out and driving a sharp edge advantage in competitive healthcare market technology**

Hold a Bachelor of Science (BS) degree in Sales and Marketing from DeVry University; and an Associate Degree (AS) in Computer and Information Sciences from Delta College. Currently working on MBA through Keller Graduate School of Management, Chicago.

Career History and Highlights

Regional Sales Manager

Tea Leaves Health, A welltok Company, Chicago, IL

Nov 2017-Present

*Leading provider of software solutions to hospitals and large clinics*

**Key Responsibilities:** Drive new business logo, renew current customer contracts, sell add-ons as well as manage lead generation and in-house marketing function. Sell Tea Leaves Health CRM, PRM solutions to help drive revenue into the hospitals. Demo software, RFP's, lead generations, networking, speaking at trade shows. Design territory plans. Manage three direct reports.

**Key Achievements**: Sold $1.5m of new business in 2018 (115% quota attainment). Managed 15-state territory. Sold named accounts, large clinics including Ascension Health, Trinity, and University of Chicago.

**Notable Accomplishments:**

**Maintained 100% contract renewals driving $2.8M yearly revenue.** Focused on developing and maintaining client relationships listening to requirements and educating clients on new software features and updates. Renewal negotiations a breeze due to strong trusting forged partnerships.

**Ranked #1 regional sales manager.** Challenged with the management of a large multi-state territory, developed and targeted alliances with C-level leaders, successfully selling into large clinics including Ascension Health, Trinity, and University of Chicago ultimately selling $1.5M in new business surpassing sales quota and targets by 115%.

**Designed new network.** Large insurance network was communicating with its captain agents through an old outdated proprietary network. Worked with the IBM and global networking team to design new network that used TCP/IP protocol to secure internet network. Customer was so pleased they signed on for all of its 300 remote offices to use the network. Deal was $300k/month for three years.

Senior Sales Executive

SpectraMedix, Chicago, IL

Jan 2015-Nov 2017

*Small company selling software focused on financial incentive, performance improvement, population*

*health and risk management*

**Key Responsibilities:** Sales of healthcare analytic software to hospitals to measure calculations and performance reporting.

**Key Achievements:** Ranked #1 out of three sales executives. Sold into CFO, CIO, CNO, and CMO. Sold into named accounts in a 20-state territory.

**Notable Accomplishment:**

**Partnered with the hospital association and developed strategic alliances with C-level leaders**. Helped with emerging technology to power the facility through the value-based care journey. Earned their trust and respect and exceeded yearly $1M quota by 20%. Utilized real-time analytics to enable executive decision-making capabilities and change behavior in the value-based care journey. Received *Top Salesperson Award* for consistently negotiating and selling three-year SaaS solution contracts.

MAP App Account Manager

Healthcare Financial Management Associates (HMFA), Chicago, IL

Aug 2010-Jan 2015

*Nonprofit membership organization for healthcare financial management executives*

**Key Responsibilities:** Grow sales revenue and launch new benchmarking and analytics tools to hospitals.

**Key Achievements:** Launched new benchmarking, analytic tool into hospital market. Achieved sales revenue of $2.5m annually on $1m quota. Maintained 98% contract renewal. Sold only into named accounts, such as Ascension Health, SSM Health, New York-Presbyterian, Community Health Systems. Maintained deep relationship with HFMA members and local chapters.

**Notable Accomplishments:**

**Reduced timeline for App development pay-off.** Timeline to pay off investment for development of new MAP App was five years. Company budgeted for sale to 45 hospitals in first year and for a 15% loss every year. The second and third years the business plan showed a 20% growth. Put together aggressive marketing plan, and we sold over 150 facilities in the first year. Investment was paid-off within two years vs. originally scheduled five year pay-off.

**Successful sales strategy turned business around.** When HFMA launched MAP App, a benchmarking software analytics product, the business plan was to sell it through the web without having to go on-site and demonstrate product. Approach proved unsuccessful. Developed and presented sales strategy plan to HFMA leadership showing app launch would succeed if we could present the solution to the users on-site. Plan was approved with a six-month deadline to produce measurable results. Closed two of the largest IDN’s and four smaller hospital systems within targeted timeframe and investment for App development paid for itself within two years.

Sales Consultant

The Kramer Group, Chicago, IL

Mar 2009-Aug 2010

*Provider of customizable web-based improvement solutions for hospitals, surgery*

*centers, and large physician practices*

**Key Responsibilities:** Develop partnerships, educate and grow new business in uncharted territory.

**Key Achievements: D**eveloped new relationships, redefined and executed marketing plan, and successfully sold product through an ROI model. Educated clients on value of product by demonstrating product as a QA tool to help with automation of workflow and ultimately increasing revenue and reducing claims denials. Exceeded $800K quota by 15%.

Account Executive

Quadramed Corporation, Chicago, IL

Apr 2006-Mar 2009

*Provider of enterprise systems to hospitals and integrated delivery networks*

**Key Responsibilities:** With over 20 different software solutions, hired to grow and protect exiting revenue cycle management and HIM clinical accounts.

**Key Achievements:** Ranked #3 out of 20 account executives. Achieved $2.5m, 105% of sales goal. Maintained 99% of customer base after new product rollout. Managed five state territory. Completed territory responsibility and development, including lead generation, consultation, product presentations, and demonstrations.

**Notable Accomplishment:**

**Partnered with project managers to thoroughly understand the ins-and-outs of new product offering.** Set-up meetings and communicated with clients, engaging and educating them on new features. Even though the competition had more inroads was successful in retaining current customer accounts and strengthening trusting partnerships. Maintained 99% current customer base after new product roll-out.

Regional Sales Manager

American HealthTech, Chicago, IL

Jan 2005-Apr 2006

*Provider of integrated Electronic Medical Records (EMR) systems to long-term care continuum*

**Key Responsibilities:** Sold EMR solutions to long-term care facilities. Managed and directed technical team devoted to identifying and delivering solutions. Built and maintained C-level relationships.

**Key Achievements:** Ranked #2 out of 12 account executives. Achieved 120% of sales goal. Attained *Presidents’ Club,* by achieving 120% of $1.5M sales goal**.**

Regional Sales Manager

INFOSYS - Schaumburg, IL

May 2000-Jan 2005

*Delivers intelligence solutions for hospitals, clinics, and long-term care*

**Key Responsibilities:** Responsible for sales of enterprise software solutions to the healthcare vertical, including physician offices, long-term care, and community hospitals. Handled sale of software on an ASP platform Windows and .NET platforms. Called mainly on CIO, CTO AND VP of companies.

**Key Achievements:** Attained $1.1m quota years 2001-2005.

Additional Sales Experience:

Regional Sales Manager, IVAN’s Inc., Chicago, IL; May 1996-May 2000

Technology Toolbox

Salesforce, MS Office, PowerPoint, Definitive Healthcare, Internal proprietary software systems, Excel, MS Word, Windows sequel database