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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.

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 through consultative selling; and 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 an MBA through Keller Graduate School of Management, Chicago.

Select Accomplishments

* Ranked #1 Sales Manager at Tea Leaves Health – current position. Sold named accounts such as Ascension Health, Trinity, and University of Chicago.
* Received Top Salesperson award at SpectraMedix for consistently negotiating and selling three-year SaaS solution contracts.
* Achieved sales revenue of $2.5m annually on $1m quota at Healthcare Financial Management Associates.
* Achieved $2.5m, 105% of sales goal and maintained 99% of customer base after new product rollout.

Career History

Regional Sales Manager, Tea Leaves Health, A welltok Company, Chicago, IL, Nov 2017-Present. *Sell Tea Leaves Health CRM, PRM solutions to help drive revenue into the hospitals. Manage 15-state territory.*

Senior Sales Executive, SpectraMedix, Chicago, IL Jan 2015-Nov 2017. *Sold healthcare analytic software to hospitals that measured calculations and performance reporting.*

MAP App Account Manager, Healthcare Financial Management Associates (HMFA), Chicago, IL, Aug 2010-Jan 2015*. Responsible for growing sales revenue and launching new benchmarking and analytics tools to hospitals.*

Sales Consultant, The Kramer Group, Chicago, IL, Mar 2009-Aug 2010. *Developed partnerships, education, and growing new business in uncharted territory.*

Account Executive, Quadramed Corporation, Chicago, IL, Apr 2006-Mar 2009. *Hired to grow and protect exiting revenue cycle management and HIM clinical accounts. Managed five state territory.*

Regional Sales Manager, American HealthTech, Chicago, IL, Jan 2005-Apr 2006*.* *Sold EMR solutions to long-term care facilities. Managed and directed technical team devoted to identifying and delivering solutions.*

Regional Sales Manager, INFOSYS, Schaumburg, IL, May 2000-Jan 2005. *Responsible for sales of enterprise software solutions to the healthcare vertical, including physician offices, long-term care, and community hospitals.*

Technology Toolbox

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