

Daniel White

Address: 4815 Macey Trail, San Antonio, TX 78253

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Regional / Territory / District Sales or Account Manager

Transformational Clinical Sales Expert with robust experience acquired over 20 years in delivering optimal results and business value in high-growth environments. Proven ability to assess the market, competition, product, and service benefits to develop winning strategies in complex territories; harnesses articulate communication skills to cultivate long-term collaborations with prominent members in the local and regional medical fraternity. Stellar time management skills combined with proven ability to develop and drive sales strategy, supervise teams, deliver consistent sales growth.

~ Excels at implementing winning strategies and providing tactical solutions to streamline high-volume sales ~

Ranked 3rd out of 137 sales reps; increased territory to \$5.3 million in less than two years at Pacira

Biosciences; deftly surpassed quotas of all four quarters in 2018 and 2019 with an excess of 115% ~

Possessing an extensive history of focusing on quality and customer service and a track record of top performance in various challenging markets ~ Recognized as the Top Sales Rep in Texas FOY2017 at Central Texas Orthopedic (Biomet); increased territory to \$8.4 million ~ Expertly served as an Operating Room Specialist at Texas Orthopedics, Lincoln Hospital and the United States Army, Fort Lewis ~ Exceptional navigation and mentoring skills in transforming a low performing team into a high caliber workforce ~

Skill Areas: Strategic Planning & Implementation

- ☐ Product Marketing ☐ Business Development
- ☐ Sales Lifecycle Management ☐ Consultative & Solution Selling
 - ☐ Key/New Account Management ☐ Territory Expansion
 - ☐ Competitive Analysis ☐ Market Research
- ☐ New Product/Service Introduction ☐ Brand Management
 - ☐ Customer Service ☐ Leadership & Navigation
 - ☐ Process Improvement ☐ Relationship Building
- ☐ Negotiations ☐ Cross-Functional Coordination ☐ Time Management
- ☐ Communication ☐ Problem-Solving ☐ Strong Interpersonal Skills

PROFESSIONAL EXPERIENCE

BRAVADO HEALTH - WESTERN UNITED STATES (May 2020 – May2021)

Regional Sales Account Manager

Bravado Health is a nationally recognized leader in healthcare technology and services.

- Combine vision, ingenuity, and strong business acumen with extensive sales management and leadership skills to support organizational effectiveness, reach, and overall expansion.
- Helm efforts to provide sales and support for Ayva Ortho within the assigned territory to exceed goals.
- Develop and execute strategic plans, operational goals, and performance metrics that drive brand loyalty.
- Acquired an understanding of the products' specific benefits to incorporate clinical studies into the sales message.
- Deliver an exceptional and consistent customer experience that differentiates the brand in the marketplace – mitigated challenges posed by the pandemic to boost sales by \$5.2 million within a year; ranked #1 in the nation.

PACIRA BIOSCIENCES - SAN ANTONIO, TX (July 2018 - January 2020)

Account Manager

Pacira BioSciences, Inc. is a leading provider of non-opioid pain management and regenerative health solutions dedicated to advancing and improving outcomes for health care practitioners and their patients.

- Served as a seasoned account manager, building, developing, and maintaining an impressive portfolio of clients within a highly competitive territory – manage tactical alliances with key stakeholders to meet annual sales goals.

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- Demonstrated excellence in meeting and maintaining high work standards through the practical ability to analyze and identify operational challenges and present sustainable solutions.
- Led, motivated, and developed Outpatient Account Managers to deliver consistently beyond expectations in terms of sales, service, quality, and efficiency – served as a vital member in the outpatient prescription benefits taskforce.
- Contributed to revenue and sales growth by cultivating sustainable strategic partnerships with surgeons, hospital management, and orthopedic, OB/GYN, Plastic, Dermatology, Surgery Center, and other clinics throughout South Texas – consistently delivering optimal and on-time services.
- Managed market ambiguity by applying problem-solving skills, employing research and analytical thinking to achieve success – ranked 3rd out of 137 sales reps; increased territory to \$5.3 million in less than two years.
- Effectively developed existing accounts while acquiring new clients to sustain short- and long-term business growth.
- Respected for high integrity and sincerity as a results-oriented leader known for envisioning, developing, and implementing successful outcomes in complex situations.
- Achieved repeated success by providing creative ideas and ensuring strategies were implemented successfully – deftly surpassed quotas of all four quarters in 2018 and 2019 with an excess of 115%.
- Respected for supporting overall communication efforts, implementing transparency in operations, and fostering confidence at all levels to enhance mutual business focus and achieve shared goals.

CENTRAL TEXAS ORTHOPEDIC PRODUCTS, INC (BIOMET) - SOUTH TEXAS (APRIL 2009 - JULY 2018)

Sales Representative

Central Texas Orthopedic Products, Inc. is an independent distributor of Zimmer-Biomet products.

- Created a culture of high expectations by offering the utmost level of professionalism and leading by example.
- Analyzed processes to identify barriers to success and developed unique solutions to increase sales and revenue – strived to meet or exceed sales monthly and quarterly goals by at least 105% each year since 2009.
- Expertly implemented mechanisms for tracking progress and managing all aspects of risk and regulation.
- Exhibited diverse medical industry and functional expertise with a strategic focus on driving innovative growth in sales, profit, and market share.
- Covered over 15 cases per week, including Total Joints, Sports Medicine, Trauma; boosted territory to \$8.4 million.
- Enhanced brand positioning by educating hospital/nursing staff on Biomet products to ensure customer satisfaction.
- Served as an outstanding strategist distinguished for proven judgment in prioritizing duties and minimizing or diffusing stressful situations through effective conflict resolution techniques.
- Supported all client and team communication efforts and served as an overall catalyst for positive change.
- Worked seamlessly with others to complete a task or achieve a common objective and demonstrated the ability to cooperate in interpersonal and team relationships to maintain mutual trust, honesty, and respect for others.

PRIOR EMPLOYMENT DETAILS

ZIMMER, WILSON-PHILLIPS - SOUTH TEXAS

JANUARY 2008 TO APRIL 2009

Sales Representative

SOUTHWEST GENERAL HOSPITAL - SAN ANTONIO, TX

SEPTEMBER 2005 TO JANUARY 2008

Orthopedic Coordinator

ADDITIONAL EXPERIENCES:

Orthopedic Coordinator | East Texas Medical Center & Cleveland Regional Medical Center

Operating Room Specialist | Texas Orthopedics/Lincoln Hospital & United States Army, Fort Lewis

PROFESSIONAL DEVELOPMENT & CREDENTIALS

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Business Leadership Southern New Hampshire University

Animal Biology & Wildlife Management | Northern Arizona University

United States Army, Academy of Health and Sciences

91B Basic Combat Medical School

91D Operating Room Specialist

NBCOT Certified Orthopedic Tech

OPA Orthopedic Physician's Assistant

CST Certified Surgical Tech