JOHN THOMPSON, MBA

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Dynamic sales and marketing professional with over 15 years of experience and demonstrated expertise in customer relationship management, business development leadership, strategic planning & national account sales. Proactive team leader with proven ability to develop innovative customer & product solutions, cultivate strong business relationships, build effective cross-functional teams as well as winning new customers.

OBJECTIVE

To secure a challenging Clinical Specialist or Sales Representative position on a high performing team with an industry leading company in the medical device, electrophysiology or cardiovascular space.

EXPERIENCE

Symmons Industries **Boston, MA 2009-2012**

Regional Sales Director – Northeast Region

- Directed the sales and marketing initiatives in a $17.4M region with 8 direct reports & 1 rep agency.
- Outperformed company and all other sales regions for all 3 years in sales growth percentage (+18%) and sales volume growth (+$3.1M).
- On-boarded 3nd biggest new customer to company.
- Developed strategic sales and marketing business plans for top 5 customers resulting in $780K (+15%) incremental sales growth.

American Standard Companies, Inc. **Piscataway, NJ 1997-2008**

Director of Sales- Southeast & Caribbean Charlotte, NC 2005-2008

- Directed the sales, marketing, business development, customer service and operations in a $76M, 7-state & international sales region with 18 direct reports & 3 rep agencies to over 300 customers.
- #1 sales region in profitability improvements and incremental sales growth for three years in a row including international business. Extensive travel required.
- Won several high-margin, multimillion-dollar engagements by implementing a sales strategy to focus on critical decision makers in major development/project channels.

National Account Director Boston, MA 2003-2005

- Directed the sales, marketing & business development initiatives for 2nd largest customer ($625M) operating in 23 states including strategic planning, rebate & marketing program development.
- Increased overall account profitability from 8.2% to 12%+ YOY and grew account sales by 20% (+$4.1M) YOY by creating and implimenting effective sales & marketing strategies.
- Earned promotion to C-level position & stock option bonus for outstanding performance.

Regional Sales Manager Dearborn, MI 2001-2003

- Managed the sales and marketing initiatives in a $20M, 5-state region with 8 direct reports selling to over 60 customers.
- Enhanced incremental revenues by $1.5M by converting major customer away from competitor.

- Earned outstanding performance bonuses in all 8 quarters.

Area Sales Manager Dearborn, MI 1999-2001

- Drove 23% growth YOY and generated $720,000 in new business over 3 years in a $6.3M territory.
- Achieved top 3 out of 25 area sales managers and earned President's Club honors for 2 years.

Territory Sales Manager Dearborn, MI 1997-1999

- Won several major, high-profile jobs including Comerica Park and Bengals Stadium.
- Recognized as top territory sales professional and elected by peers to represent sales at cross-functional planning meetings and new product development process.

GAF Materials Corp., Inc. **Wayne, NJ 1995-1997**

Territory Sales Manager Ann Arbor, MI 1995-1997

- Achieved President's Club honors in 2nd full year with company.
- Won numerous multi-million dollar contracts.

EDUCATION

Arrhythmia Technologies Institute Greenville, SC 2012-Present

- Certificate of Completion, CRM and Electrophysiology
- Almost 1,100 hours of classroom and clinical training including device implants and follow ups.

Boston University Boston, MA 2009-2010

- Master of Business Administration
- 3.4 GPA with minor in Finance and Strategy.
- Selected by Department Chair to write a Harvard Business Case Study on Strategy & Innovation.
- International Capstone Project: Hanoi & Ho Chi Minh City, Vietnam.

University of Hamburg Hamburg, Germany 1992-1993

- Certificate of Completion
- 1 year International Business Program taught in the German language

Marquette University Milwaukee, WI 1989-1992

- BA in Political Science
- 3.2 GPA with minor in German

ADDITIONAL DEVELOPMENT

- American Management Association classes - Strategic Planning, Strategic Selling to National Accounts, and Finance for Managers.
- Center for creative leadership – Exceptional Presentation & Public Speaking

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