

PROFESSIONAL SUMMARY

Responsible and highly motivated sales professional with experience leading and mentoring team members, supporting the entire sales process and managing significant projects requiring extensive coordination within cross-functional teams. Comfortable interacting with and building strategic relationships with individuals at all levels of an organization.

- Organizational Leadership
- Sales Planning & Execution
- Training
- Adaptability
- Customer Support
- Building Relationships

PROFESSIONAL EXPERIENCE

KARL STORZ UNITED STATES

Customer Success Utilization Manager – Boston, MA

APR2024-Present

- Selected above multiple top performers for a new role within the company, entrusted to help develop and refine this new program to provide as much value to our customers as possible.
- Successfully supported 5x integration and video Go-Lives, installed over \$4 Million in equipment, and trained over 200 HCPs.

Video Sales Associate – Hartford, CT

AUG2023-MAR2024

- Was responsible for the day to day support of the territory regarding all Sales and Customer support activities, to include equipment servicing and troubleshooting, quoting, and business planning.
- Directly supported 2 video installs, 1 OR1 install, and 1 competitive video evaluation, leading to successful installations and a win against our competition.
- Specifically requested by my Regional Manager and other Executives to support or cover additional territories throughout the region.

United States Army – Fort Hood, TX

2019-2023

Logistics Officer in Charge (Logistics Manager)

2022-2023

- Managed all aspects of resourcing, supply planning, property accountability, inventory management, inventory analysis and procurement for a 700-person organization.
- Responsible for the training and development of 25 United States Army Soldiers in supply chain and logistics planning and execution utilizing the United States Army's SAP system and presentations I developed.

Executive Officer (Assistant Manager)

2020-2021

- Assistant Manager of a 150-person organization. Responsible for maintenance, property accountability and resourcing for all personnel and \$80M in combat equipment.
- Conducted 100% property inventory of \$80 million in government equipment. Met all operating procedure requirements as well as the required timeline.

Platoon Leader (Manager)

2019-2020 and 2021-2022

- Planned the training, maintained \$10-\$20 million in property and managed the health, welfare and combat readiness of a 40 personnel in two different organizations.
- Selected above peers to take a second Platoon and was named best Platoon by an outside audit during a large-scale training event.

EDUCATION

- **Bachelor of Science**, Law and Legal Studies, United States Military Academy, West Point, NY

ACHIEVEMENTS

- Recognized as the number one ranked Officer in my rank.
- Awarded two Army Achievement Medals for leadership, excellence, and work proficiency.
- Awarded Army Commendation Medal for my dedicated service to the United States of America