

AO

# ANDREW OLSON

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## CAREER SNAPSHOT

Extremely driven and adaptable sales professional with a decade of experience in medical device, as well as management and leadership. Looking for an opportunity at a top-tier medical device company to continue to drive growth, meet objectives, and win at the next level.

## SKILLS

Sales Expertise	Adaptability
Strategy and Execution Planning	Interpersonal Skills
Medical Device Education	Employee & Account Management
Clinical and Intraoperative Support	Written and Verbal Communication
Relationship Building	Microsoft Office & CRM

## WORK HISTORY

**Clinical Sales Specialist/Clinical Service Manager** | 05/2013 - CURRENT  
Six Medical Solutions (3D Spinal Solutions) - Scottsdale, AZ

- Helped drive distributorship revenue growth from under a million to approximately \$4 million over 2 years, with an average annual growth rate of 20% under my leadership
- Extensive experience with conducting sales calls, prospecting, and targeted sales strategy, consistently resulting in new surgeon customers and business conversion
- Provides excellent intraoperative technical support and clinical education to ensure safe implant delivery for broad spectrum spine procedures
- Responsible for managing and motivating a team of 3-5 sales specialists, covering 20-40 spine surgeries per week
- Profit and loss responsibilities include, but are not limited to: forecasting revenue, reviewing monthly/quarterly revenue numbers, managing sales team size/compensation, monitoring company expenses, implementing strategic growth strategies, etc
- Takes lead in distributor contract management with suppliers and hospitals, as well as new product approval negotiation
- Takes lead in managing and building core surgeon relationships and ensuring revenue growth within the customer base
- Maintains and provides excellent service and clinical education for a spectrum of customers, including but not limited to: spine surgeons, physician assistants, materials managers, radiologists scrub techs, circulators, etc.

## EDUCATION

Arizona State University, Tempe, AZ

12/2010

**Bachelor of Science:** Molecular Biology And Biotechnology

**GPA:** 3.98 - Summa Cum Laude