

# Tim Schneiders

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(willing to relocate)

## Professional Summary

Highly motivated and success-driven National Account Manager currently managing a \$100M medical product opportunity. Expertise in leading sales to national GPOs, IDNs, and University-based medical centers. Strong emphasis on relationships with physicians, nurses, clinical directors, and supply chain. C-Suite experience. Hands-on experience in VAC presentations and In-Service Training.

### Aedicell, Inc.

Startup biologic manufacturer and distributor of premier regenerative skin substitute, Dermavest, to aid healthcare providers in patient wound healing.

#### National Account Manager

Mar 2021 – Current

- Assisted in successfully developing Premier, Inc. SEED's program proposal
- GPO Premier SEED's contract was granted, signed, and effective January 2022. (\$100M opportunity)
- Implemented nationwide clinical introduction and education on products to internal Premier Team and Premier membership
- Identified targeted IDN opportunities using data, demographics, and geographics
- Initiated and cultivated relationships with IDN and hospital/clinic-based C-Suite, VPs, and Directors
- In five months to date, 10 of 25 hospitals in-serviced added Dermavest to their system for purchasing
- Used data to drive and develop contractual agreements with Supply Chain
- Currently in the conversion process with UHS of Delaware and Yankee Alliance
- Responsible for prioritizing national opportunities for the next wave of product roll-out

#### Regional Account Manager

Sep 2020 – Feb 2021

- Trained and managed Dermavest employees and independent representatives
- Achieved 123% to quota from January – October 2021
- Expanded territory by 84% from January – October 2021
- Managed and grew multi-state territory including NC, SC, VA, PA, and WI
- Achieved approval for the usage of Aedicell's Dermavest from VAC at partner hospitals

#### Sales Representative

Jul 2019 – Sep 2020

- Exceeded Aedicell goal 111% to quota in 2019 and 120% to quota in 2020
- Aggressively sought new business and increased Aedicell SE territory revenue by 80% in 2020
- Designed a robust CRM, pipeline focused on podiatrists, surgeons, hospital out-patient departments
- Provided in-service training to hundreds of physicians, staff, and other personnel
- Developed Aedicell presentations and marketing tools

### Jos. A. Bank Clothiers, Inc.

#### Sales Associate

Oct 2014 – Nov 2018

- Top Store Salesman & Top Custom Salesman 2016, 2017, and 2018
- #1 Sales in the SE Region Q1 and Q2 2017

Wilmington, NC

## Education

Bachelor of Arts: Chemistry

Dec 2018

University of North Carolina at Wilmington

Wilmington, NC