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To Whom it May Concern,

I am looking for a position in sales leadership in the healthcare industry. My proven track record of outstanding leadership, sales performance and extensive field sales experience make me the ideal candidate for this position. As you will see in my resume, I have consistently excelled in my leadership and field sales roles as well as numerous other roles and activities that that I have taken on to support regions, business units and the organizations.

In my current roll as Area Manager with Exact Sciences, I lead and inspire a team of 12 talented sales professionals. My goal is to enable every individual to learn, grow and achieve their highest potential. This is accomplished by working with each representative individually and creating a personalized coaching plan that addresses their specific capabilities and needs. Two main areas of focus for my teams are 1) outstanding product, competitor and market knowledge and 2) developing strong, value-based business relationships with healthcare providers and their staff. High level of proficiency in these areas lead directly to outstanding business results

Prior to entering the healthcare industry, I was the General Manager for New York Sports Clubs in NJ, where I had responsibility for all aspects of running a 2,500-member, 50-employee health club. One of my primary goals was ensuring that the club met demanding sales targets while remaining at or under budget. I met these goals by partnering with corporations and businesses and delivering value propositions that benefited both their employees and the club. I was directly responsible for all operational expenses within the club, including purchasing and resource allocation. These experiences have contributed to my success in the healthcare industry and would transfer to success in this role.

Throughout my career I consistently demonstrate the ability to adapt and change quickly in new roles and business realities, seize accountability and become successful in a short period of time. I immediately analyze the business, determine the available resources and implement strategies to maximize revenue and ROI. This sense of urgency will enable me to have an immediate impact in this position. In addition, I possess the problem solving, analytical, organizational, administrative and innovative skills that are essential for this role. My strategic mindset, leadership qualities, diverse field experiences, enthusiasm and dedication would make me a valuable member of the team. I would be pleased to have the opportunity to discuss my qualifications with you.

Sincerely,

Lee J. Gamboni

(Resume to follow)

LEE J. GAMBONI

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PROFESSIONAL SUMMARY

Sixteen Years of Healthcare Experience anchored in Courageous Leadership, Innovative Data Solutions, and Inspirational Work Ethic. Multiple Positions Earned as a Result of Consistently Exceeding Expectations. Population Health Expertise in Women's Health, Cardiology, Orthopedics, Gastroenterology, and many others.

Career Highlights

- Three Time Vice President Club Award Winner
- Five Time Regional Performance Fund Recipient
- Global Operations Manager, Pfizer NY Headquarters
- Top 1/3 National District Business Manager Rank 5 of 6 Years
- 2020 Ranked #1 of 59 Nationally

EXPERIENCE

EXACT SCIENCES

Sept. 2021 – present

District Business Manager – NC, SC

- Coaching & Leadership
 - Inspire, Coach, Develop and Drive Results
 - Developed a positive culture on the team, starting from the top down, based on Trust, Care and Commitment
 - Accountability and Courageous Coaching: Both written and verbal courageous communications with district members centered on performance, engagement, and customer relationships
 - Consistent and ongoing review and discussion of all available performance measures. Established an ownership culture for each representative in their territory
 - Work with each team member individually towards their professional development to maximize their potential
 - Foster communication between all colleagues on multiple teams, across multiple business units
 - Frequent field rides and coaching with all representatives (13 territories)
- Business Acumen
 - Develop and implement strategic plans for the district. Analyze district business to identify gaps, opportunities, and challenges
 - Format and analyze tableau reports for the Southeast Region and share in a user-friendly version to be utilized by the representatives
 - Southeast Regional District Operations Expert (DOE)
 - Create, update, share percent to goal tracker to the National Team on a weekly basis
 - Create, update Southeast Region shipment and return tracker
- Professional Development: Continuous improvement through continuing education
 - Frequently read leadership and sales books, complete courses and implement successful strategies
 - Consistently expand local and national healthcare market knowledge, large institutions, and key accounts
 - Regularly read periodicals to stay well-informed to the changes and challenges of the local and national healthcare environment (Medpage Today, Harvard Business Review, Medical Device and Diagnostic Industry, Wall Street Journal, Barron's and others)

PFIZER Inc.

Feb. 2006 – Sept. 2021

District Business Manager

Internal Medicine/Pain – NC, SC

Women's Health - NYC, NJ, PA, CT, MA, RI

Jan. 2020 – Present

Mar. 2015 – Dec. 2019

- Performance
 - 2020: Ranked #1/59 overall in the Nation
 - 2019: Ranked #4/12 overall in the Nation
 - 2018: Ranked #2/12 overall in the Nation
 - 2017: Ranked #1/15 overall in the Nation
 - 2016: Ranked #7/15 overall in the Nation
 - 2015: Ranked #4/15 overall in the Nation
- Success through a Culture of Engagement and Strong Work Ethic
 - "Lee has set a high work ethic and teamwork culture on his team that I have not seen as a Regional Manager in 15 years!" – J. Williams, Regional Manager

- Earned Role as DBM Lead: Future Leaders Development Program
- Selected for the DBM Advisory Boards for multiple products and Digital Representative Advisor
- Partnered cross-functionally in support of National Goals with: KOL development, payer support/Account Managers, Key Account Managers, Medical Specialist, Field Medical Directors and Marketing, resulting in increased alignment and synergy with field teams
- Collaborated with operations to develop and rollout key analytical software resulting in increase field utilization of the data and more precise targeting
- Management Development Specialty Certificate CMR program. This program builds essential leadership skills, providing a strong foundation in various leadership theories, principles, and models
- Cornerstones of Management Graduate. Classes focus on Delivering Results, Engaging Talent, and Shaping the Future through Coaching & Developing
- Advanced Medical Representative CMR Program

Manager, Global Ordering & Distribution Operations Team - NY Headquarters

Oct. 2014 - Mar. 2015

- Worked cross-functionally on the management and distribution of resources resulting in increased sales and ROI across multiple business units
- Responsible for the global management and distribution of starters across all Pfizer business units and the day to day support for the US and Canada
- Provide analytic support to senior management in developing and implementing sampling strategies for the optimization of sample allocations globally while meeting compliance requirements
- Support all Business Units in the execution of strategic initiatives related to ordering & distribution globally
- Partner with business stakeholders (GCO analytics, BUs, brand teams, Finance and PGS) to identify, develop and implement strategic opportunities to enhance the effectiveness of samples in the US and Canada
- Partner with brand teams and PGS to accurately forecast sample demand to ensure no stock out situations of inventory

Specialty Sales Representative

Apr. 2008 – Oct. 2014

Primary Care Representative

Feb. 2006 – Apr. 2008

- **Performance Ratings: 2013 Exceptional Results, 2012 Significantly Exceeds Expectations, 2011 Consistently Meets Expectations, 2010 Exceeds Expectations, 2009 Exceeds Expectations** (Note: performance ratings discontinued after 2013)
- Selected to attend the annual shareholders dinner meeting with Executive Leadership Team and Board of Directors
- Organized regional Exhibit and Display for conferences, in partnership with several professional membership organization, resulting in increased outreach to the healthcare community
- Consistently in top 15% in all metrics: performance, activity, resource utilization
- Developed Regional KOL who executed ten promotional programs resulting in 36% TRx Growth
- 2012 Winner John Reilly NJ Pride Award for inspiring and motivating team members, supporting others in reaching their goals and objectives and unwavering commitment to performance
- 2012, 2011 Selected for NJ/PA Engagement, Culture and Performance Team

NEW YORK SPORTS CLUBS

2003 – 2006

General Manager – Plainsboro, East Brunswick, Old Bridge, NJ

- In charge of all day-to-day aspects of running a 2,500-member, 50-employee health club, including membership sales, personal training sales and revenue, member service and retention, budget, payroll, staffing and operations
- Responsible for club meeting or exceeding monthly and yearly revenue goals, while keeping expenses at or below budget, operating within a strict P&L environment
- Responsible for coaching and development of sales consultants, as well as development and implementation of strategic plans for the club
- Outside Business to Business sales establishing corporate accounts

NEWBRIDGE PARTNERS, LLC

New York, NY

Assistant Portfolio Manager – High Net Worth Clients; WRAP Portfolio Manager

2000 – 2003

- Assisted three portfolio managers in investing and customizing individual and institutional accounts
- Established relationships and interacted daily with clients, outside firm salespersons and traders

DONALDSON, LUFKIN & JENRETTE

Jersey City, NJ

Fixed Income Securities

1999- 2000

- Cleared government securities: U.S. Treasury bills, bonds, notes
- Dealt with traders, sales assistants and bank personnel on a variety of issues and problems

EDUCATION

THE UNIVERSITY OF DELAWARE

Newark, DE

Bachelor of Arts degree received January 1999

Major in Criminal Justice: Major GPA: 3.24. Minor in Political Science

SKILLS AND INTERESTS

Proficient in Microsoft Office, Salesforce, Tableau, SAP and other software

CPR/AED Certified. History, Fishing, Physical Fitness, Sports