



# Brian Stock

## Experienced Sales Director

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214-218-2452

Dallas, Texas, United States

Seasoned Sales professional with proven leadership ability seeking opportunity to contribute to the success of a medical sales organization. Consistently recognized for quota achievement and sales team development throughout sales career.

## WORK EXPERIENCE

### Regional Sales Director RTI Surgical

12/2020 - Present  
Allograft/Biologic Tissue Supplier  
Dallas, Texas

### Regional Sales Director Arthrex

08/2010 - 12/2020  
Orthopedic Medical Device Manufacturer  
Dallas, Texas

### Regional Sales Manager Arthrex

08/2007 - 08/2010  
Orthopedic Medical Device Manufacturer  
Dallas, Texas

### Sales Representative/Territory Leader Premier Medical

04/2006 - 08/2007  
Orthopedic Medical Device Distributor representing Arthrex, Breg, and Orthofix  
Dallas, Texas

## CERTIFICATES

Integrity Sales Training (08/2017 - 08/2017)  
Arthrex ECI Sales Training Program

Presentation Advantage Course (02/2019 - 02/2019)  
PowerPoint Presentation Skills Course

## EDUCATION

### MS, Business Sport Management Texas Tech University

08/1999 - 05/2001  
Lubbock, Texas

### BS, Nutritional Science/Athletic Training University of Missouri-Columbia

08/1994 - 05/1999  
Columbia, Missouri

## SKILLS

Sales Team Management

Salesforce CRM

Excellent Communication Skills

New Account Development

Critical Thinking

C-Suite Negotiation

Sales Training and Development

Surgeon and KOL Relationships

Excellent Presentation Skills

Cognos Sales Reporting

Power BI Sales Reporting

## VOLUNTEER EXPERIENCE

### Volunteer Jubilee Park Community Center

08/2005 - Present  
Nonprofit community center benefitting a 62 block area of South Dallas  
Dallas, Texas

#### Tasks/Achievements

- Reading tutor and mentor, community events volunteer, Christmas Angels donor

### Volunteer University Park Elementary Dads Club

08/2012 - Present  
School  
Dallas, Texas

#### Tasks/Achievements

- Volunteer responsibility for supporting the school through various events during the academic year.

### Youth Volunteer Saint Michael and All Angels Episcopal Church

08/2013 - Present  
Dallas, Texas

#### Tasks/Achievements

- Sunday School Teacher & Catechesis Leader

## ORGANIZATIONS

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Saint Michael and All Angels Episcopal Church  
(05/2006 - Present)

University Park Elementary Dads Club  
(08/2012 - Present)

McCulloch Intermediate School Dads Club  
(08/2018 - Present)

Caruth Hills Neighborhood Association  
(06/2010 - Present)

## HONOR AWARDS

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Arthrex C3 MVP Award (08/2004 - 08/2004)

*Arthrex*

- Awarded for outstanding sales success with Arthrex Imaging products

Orthofix Training Academy Valedictorian  
(02/2006 - 02/2006)

*Orthofix*

- Awarded to top performer in training class

Arthrex Region of the Year (08/2016 - 08/2017)

*Arthrex*

- Awarded to the most outstanding Region/Regional Director of the Year

Arthrex Largest % Growth Over Prior Year  
(08/2016 - 08/2017)

*Arthrex*

- Achieved 24% Regional growth over prior year sales

Arthrex Highest PTQ Award (08/2016 - 08/2017)

*Arthrex*

- Awarded to Region with highest overall PTQ at 103.5%

Arthrex Highest PTQ Award (08/2014 - 08/2015)

*Arthrex*

- Awarded to Region with Highest Overall PTQ at 102.9%

Arthrex Region of the Year (08/2008 - 08/2009)

*Arthrex*

- Awarded to most outstanding Region of the Year

Arthrex Region of the Year (08/2014 - 08/2015)

*Arthrex*

- Awarded to most outstanding Region of the Year

Arthrex Largest % Growth Over Prior Year  
(08/2008 - 08/2009)

*Arthrex*

- Achieved 31% growth over prior year sales

Arthrex Quota Achievement Award  
(08/2007 - 08/2020)

*Arthrex*

- Yearly Quota Achievement Award

## LANGUAGES

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English  
*Native or Bilingual Proficiency*

Spanish  
*Limited Working Proficiency*