

Carl Modrick
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SUMMARY OF QUALIFICATIONS

Extensive medical sales experience. Skilled at guiding customers through complex sales processes. Experienced in the sale of capital equipment and disposables to hospitals, surgeons, surgery centers, laboratories, and EMS. Extensive IDN & GPO experience. Adept at cold calling, pioneering new territories, managing distributors, and securing new business relationships. Proficient at managing large geographic regions. Thorough knowledge of hospital and O/R protocols.

Markets serviced include Acute Care, Critical Access, First Responder/EMS/Transport, Long Term Care, Laboratories, Pharmacy, Federal and state government facilities (VA, Indian Health Services, State Hospitals, City, State, and Regional Government facilities).

PROFESSIONAL EXPERIENCE

04/18 – 03/22 CleanSpace Technology, Sydney, Australia

Director of Sales, USA - Healthcare

Hired to start up and lead the introduction of the CleanSpace respirator into the United States healthcare market, into the healthcare market. Hired and managed the Product Support Specialist. Reported to the Global Director of Sales.

- From the initial introduction, \$0 in sales and no market share to FY 2020 of over USD 20 million to lead the global CleanSpace company in sales.
- FY 2019 lead the US team to \$5 Million in sales.
- Responsible for the first four systems with million-dollar system purchases. Houston Methodist, Parkview Health (Indiana), Keiser Permanente (California), University of Maryland.

09/13 – 04/18 Ansell, Inc., Microflex Division, Iselin, NJ

Western Regional Sales Manager

Responsible for sales through distribution to Alternate Care, EMS, Hospital departments, and all first responder markets and laboratories. Conducted direct sales and supervised multiple distributors and reps in 16 state territory.

- I produced over \$43M in total revenues with the company.
- Achieved over \$12.5M in 2015 FY.
- Generated over \$14M in 2016 FY.
- Territory grew to over \$17M for 2017 FY.
- Increased annual regional revenues from \$10.5M to over \$17M.
- **Ranked #1** among 5 Regional Sales National Sales Managers nationally since 2014.

10/07 - 9/13

Ambu, Inc. Glen Burnie, MD

Territory Manager AZ, NM, El Paso, TX

Sales to Hospitals, Pre-Hospitals, and First Responders for resuscitator bags, anesthesia products, and cardiac sensors used in Surgery, Anesthesia, Respiratory, Cardiology, and other hospital departments and EMS.

- Generated over \$7M in total revenues
- National **Rookie of the Year** Award Winner
- 1st Winner of the “**Billion Dollar Club**” award for A-Scope Sales.
- Ranked in top five of National SalesForce (out of 45+)
- Improved annual territory revenues from \$960K to over \$1.5M
- Achieved average yearly quota of 101%
- Conducted over 100 total competitive conversions
- Improved territory market share from 48% to 70%

12/04 - 10/07

InterMetro Industries, Wilkes Barre, PA

Territory Manager AZ, NM, Southern NV

Coordinated both large and small-scale projects in various phases, from new hospital construction to OR room reorganization using the full line of Metro medical storage space and solution offerings.

- Generated over \$3.37M in total revenues.
- Achieved 110% of quota throughout my career with the company.
- Consistently ranked in the top four of National SalesForce (of 45).
- Cold called and opened over 75 new accounts.
- National **Rookie of the Year** award winner.

Assistant Strength and Conditioning Coach at Oregon State University before moving to Arizona.
Personal Trainer specializing in sport-specific training and rehab of athletes until moving into medical sales.

EDUCATION

Bachelor of Science, Oregon State University, Corvallis, OR
School of Exercise and Sport Science