

CHRIS UZZELL

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SUMMARY

Collaborative Regional Sales Director with experience using CRM software for regional account management. Available to travel and work a flexible schedule. Proficient in leading, developing and motivating a high performing sales team of medical device direct sales reps, clinical reps and dealer organizations which grow revenue and manage expenses. Managed and led sales process from pre-launch training to #1 product in company-wide revenue. Established and developed relationships with C-suites and key consulting physicians for capital, implant and disposable sales.

SKILLS

- Market and competitive analysis
- Rapport and relationship building
- Customer relationship management
- Regional management
- Sales leadership and training
- Key account development
- Consultative and relationship selling
- Recruiting and hiring
- Sales territory growth
- Sales tracking
- Compelling leadership skills
- Expense management

EXPERIENCE

02/2004 to 11/2020 Regional Sales Director

Aesculap Implant Systems

- Grew sales for Mid-Atlantic, Mid-West and Northeast US from \$1 million to over \$5 million
- Led sales process of orthopedic implants and services for 1/4 of the US
- Hired, trained and developed sales professionals and sales distributors
- Grew with the company from 1 product in 2004 to a full line orthopedic hip and knee company in 2020
- Managed assets and controlled expenses
- Developed and maintained relationships with Key Opinion surgeon leaders and senior hospital and GPO leadership
- Negotiated contracts with hospitals and dozens of health systems across the US
- Earned company's largest single purchase order of \$750,000
- Sales Excellence Trip Recipient
- Earned Regional Sales Director of the Year

01/2003 to 02/2004 Regional Sale Rep

Cardiogenesis Corporation, Mid-Atlantic – Columbia, MD

- Worked with hospital marketing teams to promote Cardiac lasers for placed units
- Sold Cardiac laser from uncovering lead to final approval at Johns Hopkins Hospital
- Grew disposable handpiece use on several dormant laser units by selling Cardiothoracic surgeons on establishing a standard of care and increased reimbursement
- Earned monthly commissions

01/2000 to 12/2002 Sales Rep

Bard – Washington, DC

- Revived and grew sales to Electrophysiologists in the EP lab for 1- year dormant territory
- Sold EP ablation catheters used in the detection of heart arrhythmias
- Closed Washington Hospital Center for \$240,000 new annual business
- Closed Veteran Administration Hospital for \$48,000 in a one-time sale
- Earned 100% of commissions

01/1999 to 01/2000 Sale Rep

Valleylab – Baltimore, MD

- Increased sales, developed customers and maintained carve out territory
- Sold \$250,000 in new sales on \$1,250,000 base of business
- Trained OR nurses and doctors on the safe practices of Electrosurgery
- Delivered quota and earned 100% of bonuses and commissions.

EDUCATION AND TRAINING

Bachelor of Science: Marketing

University of Maryland – College Park, MD

WEBSITES, PORTFOLIOS, PROFILES

- [linkedin.com/in/chris-uzzell](https://www.linkedin.com/in/chris-uzzell)