

Justin Spencer

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June 2021 – Current

Inspire Medical

West. TN

Territory Manager

Responsible for the disruption of current OSA treatments by introducing Hypoglossal Nerve Stimulation into the practice of Sleep Physicians and ENTs.

- 150% increase in Implants in 1st 6 months
- Improved patients' outcome measurements from 60% to 90%
- Started 2 new productive Inspire accounts that resulted in 68% revenue growth

Jan 2018 – Jun 2021

Medtronic

U.S. and International

Training & Education Consultant

Responsible for developing and leading new hire training, product launches, and tenured rep development trainings for the U.S. and Internationally.

- Developed and implemented over 30 training programs with cross-functional partners
- Partnered with DMs, Marketing, and Leadership to shape strategy and develop resources
- Developed product launch strategy for Spine, O-Arm, Robotics, and Oncology products
- Managed 14+ FSTs that were responsible for maximizing the effectiveness of new hires
- Implemented a Strategic Seller training that led to 25% case growth in 3 months
- Created multiple training videos, NSMs, & virtual cadaver labs with a +90% rating.

July 2013 – Jan 2018

Medtronic

West TN- North MS

InterStim Sales Representative III

Responsible for Sacral Neuromodulation adoption and implementation into the practice of GYNs, CRS, GIs, and Urologists.

- 2017 Top 10%
- President's Club 2016
- Multiple leadership committees: ESMAC, Communications, and FLEX.
- Ranked # 5 out of 190
- Rookie of the year 2015
- 1st in the Southeast to implement a CPO account

August 2007 – June 2013

Kyphon - Medtronic

West TN – East AR

Spine/ Interventional Consultant

Responsible for marketing, selling, & case coverage for Kyphoplasty & Inflation in West TN.

Call points included IRs, Neurosurgeons, Pain Management, Oncologists & Orthopedic Surgeons.

- Top 20% Spine Consultant
- Quota winner for 2011 & 2013 Olympus Club
- Field consultant for in-house marketing and training dept.
- Developed & Led Sales Workshops at National Meeting 2009
- Rookie of the Year for Mid America 2008
- MVP of Training 2007

March 2004 – July 2007

Merck & Co., Inc.

TN, MO, & AR

Executive Neurology/ Urology Specialty Representative

Responsible for the Promotion of Maxalt along with Proscar West TN, SE Missouri, and NE Arkansas.

- Top 15% Directors Club 2006
- Served a special 6- month Marketing/Training rotation at headquarters
- Leadership Award 2006
- Top 10% Presidents Club 2005
- Top 5% Sales representative in nation 2005

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Other Work Experience

July 2001 – February 2004

Merck & Co., Inc

West TN & North MS

CV Hospital Representative

Responsible for the promotion of Zocor, Zetia, Cozaar, and Aggrastat with the major Hospitals (Baptist, St. Francis, and Methodist) and major Cardiology clinics & Cath labs in West TN.

- Top 10% Presidents Club 2003
- #1 Zocor Market share in Southeast Region 2003
- Gained exclusive or preferred formulary status for Zocor in 90% of hospitals
- 1st in region to achieve 60% formulary status for Zetia
- Provided educational programs for U.T. Teaching Physicians, thought leaders, and Residents
- #1 Cardiovascular Territory Award for the Southeast Region 2001

January 1999 – June 2001

Merck & Co., Inc.

Jackson, TN

Sales Representative

Responsible for the promotion of Singulair, Fosamax, and NSAIDs in West Tennessee.

- President's Club 2000
- #1 in the Nation for NSAID market share 2000 & 1999
- #1 Singulair PPO in Southeast 2000
- Finished in Top 5% 1999 & 2000 Trip Winner
- # 1 for Fosamax Share Change in Southeast

October 1996 – January 1999

Greer Co., Inc.

Memphis, TN

Sales Representative -for hardwood flooring and related products in West TN, North MS, and East AR.

October 1994 – December 1995

Elkhorn Country Club

Ketchum, ID

Clubroom Manager -Responsible for payroll, training of new employees, & tournament coordination.

Sales Awards

- 2016 President's club
- 2015 Rookie of the Year
- 2011& 2013 Quota Olympus Club
- Highest Quota Achiever in Region 2008
- Rookie of the Year Mid America 2008
- MVP of Training 2007
- Directors Club 2006
- President's Club 2005, 2003, 2001
- # 1 in the Nation multiple times

Leadership, Marketing, & Training

- Managed 14+ Field Sales Trainers
- Created and implemented Strategic Sellers Training for advanced reps
- Developed & led sales National Sales Meetings
- Partnered with Medtronic marketing & training depts. to help develop marketing strategies
- Contract & Negotiation experience (Negotiated many 1,000,000+ contracts)
- Trained International sales forces on selling and surgical technique
- Managed and organized reps in hospital sales activities
- Served in Marketing/Training Dept. at Merck to develop marketing and training strategies
- Trained 150 representatives on selling tools at National Hospital Meeting 2002

Education:

1990-1994

University of Mississippi Major: Institutional Management