

LEE J. MONLEZUN III

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PROFESSIONAL SUMMARY

Medical Device Executive with a proven track record in sales and marketing leadership. Expertise in strategic account management with a focus on major Integrated Health Delivery Networks and key industry partnerships. Strengths include contracting strategy and negotiation, cross divisional leadership and customer relationship development at the hospital administration, service line, supply chain and clinical levels.

KEY AREAS OF EXPERTISE

Sales Management

- Recruiting Key Talent
- Mentoring and Coaching
- Strategic and Tactical Planning
- Key Account Development
- National Account Management
- Comp Plan Development
- Field Sales Training
- Forecasting

Business Development

- Launch/Drive Disruptive Technologies
- IDN / Corp Accounts
- C Suite Negotiations and Strategic Alignment
- Key Opinion Leader Development
- Competitive Analysis
- Robust Financial Modeling
- Distributor Agreements

Executive Leadership

- Cross Functional Leadership
- Financial Budgeting
- Business Plan Formulation
- Contract Negotiations
- Strategic Planning
- Change Management
- M&A due diligence

PROFESSIONAL BACKGROUND

Pacemate, Inc.

Sarasota, FL.

4/2021-5/2022

Sr. VP of Strategy and Strategic Partners

- Leader of strategic commercial interface into global cardiac markets
- BD, M&A, Op Strategy, P&L Responsibility, Cost / Employee based constraint redesign strategy
- Led key strategic partner collaborations and AI market proof of concepts
- **100% revenue growth during tenure**
 - Medtronic
 - Abbott
 - Biotronic
 - Boston Scientific / Preventice
 - Phillips / BioTel
 - AliveCore
- Executive Leadership Team
- Management Incentive Compensation Plan

- <https://pacemate.com>

Medtronic Corporation

Irvine, California

6/17- 8/2018

Neurovascular**National Director Stroke Care Strategy & Solutions**

- Responsible for initial development and commercialization of new consultative services line for entire Neuro division.
- Primary launch strategy development, M&A build/buy due diligence, product launch, commercial interface.
- Member original NV Job ticket responsible for service line creation

<https://www.medtronic.com/us-en/c/neurological/medtronic-stroke-care-solution.html>**Zone Manager – Medtronic Neurovascular**

3/12-6/2017

- Primary task – Increase community, physician and hospital leadership awareness of the availability and clinical effectiveness of early AIS treatment.
 - Central and Western U.S

HANSEN MEDICAL, INC.

Mountain View, California

3/09 – 3/2012

Area Sales Manager - Southeastern United States

(LA, MS, AR, AL, GA, FL, TN, SC, NC, VA)

2 Capital / 4 Clinical Account Managers

- Top Capital Sales Rep - Sensei Flexible Robotic System
- Highest Sensei ASP 2009
- Public to Private Equity Conversion
- Strategic redirection of target market from Cardiac AF to MIS Bronchoscopy

EDWARDS LIFESCIENCES, INC. Irvine, California**National Director of Capital Sales – U.S. and Canada**

9/2008 – 3/2009

- National Capital Sales Director
- Corp Accounts and IDN Responsibility
- Creation of Reproducible / Executive Based Capital Sales Process
- Primary Responsibility - to assess validity of ABM forecast and assists with deal closure, develop action plan for clinical support / C level Executive awareness and create a sense of urgency to drive forecast to closure on our timelines.

Area Business Manager – Southeastern United States

3/2007 – 9/2008

(TX, LA, OK, AR, MS, AL, GA, FL, TN, KY, WV)

- First SPY Angiography System Sale in Company History
- Area Business Manager - Top Capital Revenue producer 2007
- **Top Capital Revenue Producer Q1,Q2 2008 (Promotion to NDCBD Q3)**
- 181% to Plan Q2
- 111% to Plan Q1

EDWARDS LIFESCIENCES, INC. Irvine, California***Territory Manager – South Central United States***

3/2004 – 3/2007

- Sales Territory Expansion to include South Central U.S and Western U.S , Hawaii and Alaska
- 117% to Capital Sales Plan 2006
- IDN Responsibility
- All Star Award 2006
- Runner up Capital Sales Rep of Year 2006
- Fastest TMR Capital Sale following Start Date
- Highest TMR ASP from single sale in Edwards History - 2004
- 121% to Sales Plan 2005 – Hurricane Rita / UOP Graduation
- 124% to Sales Plan 2004

- 234% to Service Sales Plan 2005
- All Star Award 2004 and 2005
- Rookie of the year 2004

INTUITIVE SURGICAL, INC. Sunnyvale, California
Area Account Manager – South Central United States

1/2002 – 3/2004

- Revenue growth from 0 to \$12M
- Drive procedure adoption initiatives in cardiac, thoracic, urology, pediatric and general surgery specialties resulting in a 25% recurring revenue stream.

MEDICAL TECHNOLOGIES, INC., Lake Charles, Louisiana
President / Founder

1/1994 – 10/2001

- Grew business from 1 to 3 locations within a 7-year period with gross revenue of \$2.2 million by end of 2001 fiscal year.
- Significantly expanded market through development of 3 distinct revenue streams of company and establishment of an internal referral system.
- Increased client base from zero to over 250 facility-based clients.
- Developed and implemented strategic plans to target both facilities and patients, significantly increasing revenue and efficiency.
- Created and implemented a budget analysis system to track operational expenses, marketing, billing and inventory for each facility on a quarterly basis, consistently meeting or exceeding goals.
- Established centralized computer networking system, enabling facilities to interface with each other, track inventory and client base.
- Oversaw private and third-party billing and collections for all locations.

EDUCATION

Harvard University, Cambridge, Massachusetts 1988

SOUTHERN METHODIST UNIVERSITY,
EDWIN L. COX SCHOOL OF BUSINESS
Dallas, Texas

Bachelor of Business Administration (1991)
Bachelor of Arts (1991)

UNIVERSITY OF PHOENIX
Masters of Business Administration (May 2005)
Sperling School of Business,
Phoenix, AZ