

Daniel Woolard  
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To Whom It May Concern:

Thank you for taking the time to not only look over my resume, but also for learning why I want to join the Orthopedic Surgical Sales field.

My background is in business and residential construction. When I graduated from Appalachian State in December 2021, I wanted to pursue construction management with the goal to become a General Contractor. Ultimately, I decided to pursue a career in a field that was more dependent upon developing and maintaining long-term relationships.

I chose the medical sales field because I am able to combine my passion for relationship building and helping others, with my personal financial goals that accompany hard work. From personal experience, I learned how orthopedic and medical devices can change one's life. In 2014, I suffered a femoral condyle fracture along with a patella fracture and extensive ligament and muscular damage. My surgeon was able to use screws, sutures, and cement to help me get back onto the competitive lacrosse field. This experience was truly life changing and I want to help surgeons give that opportunity to others.

I also know that I can bring a unique perspective into the workplace as I have spent the last few years (summers, weekends, school breaks) working in construction. I see construction as a large-scale version of what surgeons do. I have worked on many complex builds, structures, and it has been said that I possess a gift for being able to

fix almost anything. My team and I always came up with solutions to complex problems that were mutually beneficial to the client and the company.

I welcome the opportunity to discuss any of these experiences in greater detail and why I am passionate about becoming an integral team member in the surgical device field.