

[0100 "Plant and Sales Management"]

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An operations executive with a proven track record in plant and sales management, including growing revenues and operating income by 20%, reducing costs by 25%, building sales organizations, and expanding product lines.

- Led the successful turnaround of a durable medical device business, improving the operating income from a loss of 14% to a profit of 5% in one year.
- Turned around a failing plant by significantly reducing manufacturing costs and improving product quality and yields. The Division's return on investment improved from 4% to 34% as a result of plant performance. Earned the corporate "Most Improved Plant" award.
- Increased sales by 28% over two years when market growth was only 8% per year.
- Achieved two significant medical supply contracts with Premier, Inc., the largest multi-hospital group in the United States. These contracts were worth a total of \$25 million in incremental annual sales.

A natural leader with strong interpersonal and communication skills who enjoys team work in an environment of creativity and constant challenge.

## **PROFESSIONAL EXPERIENCE**

**Sales International**, Warwick, Rhode Island

2002-Present

**Business Segment Manager** (2004-Present)  
**Sales and Marketing Manager** (2002-2004)

Responsible for the P&L of a \$15 million ISO-9001 certified business segment for a leader in the manufacturing and marketing of disposable and durable medical devices to healthcare companies, including acute-care hospitals and OEMs (original equipment manufacturers). Directed four senior managers in sales and marketing, product development, engineering, manufacturing, and administration.

- Decreased backorders from \$1.3 million to \$25,000 through restructuring the organization and manufacturing processes.
- Reduced make-to-order delivery leadtimes from 21 to 4 weeks.
- Cut overhead expenses by more than 25%, saving \$1 million annually.
- Turned around employee productivity and morale as well as client confidence, following a relocation of manufacturing to an out-of-state facility.

**HUGE Corporation**, Buffalo, New York

2001-2002

**National Accounts Manager**

Responsible for 10 accounts, representing \$80 million in annual revenues, which included prominent national group purchasing organizations as well as regional and integrated healthcare network contracts.

- Negotiated a sole source prime vendor contract with a major managed care provider for surgical supplies, recording charts and accessories, resulting in \$3 million in revenues.
- Improved corporate control of pricing by creating a standardized system that coordinated contract and non-contract pricing between corporate and field sales.

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- Successfully completed the transfer and integration of 35 national contracts and a national accounts program from an acquired company.

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**Great Industries, Inc.** (acquired by HUGE Corporation), Los Angeles, California

1995-2001

**Director of National Accounts** (2000-2001)

Directed the activities of four national account managers and the administrative staff for acute-care and alternate care accounts for a \$75 million manufacturer of disposable medical products. Responsible for 35 key accounts.

- Achieved a sole source prime vendor contract with one of the largest national hospital chains. Grew sales by 100% over 16 months.
- Created tiered pricing contracts that dramatically improved contract compliance.
- Developed a financial model for determining contract pricing and justification.
- Achieved the renewal of a \$4 million operating room products agreement despite competitive bids with much lower pricing.
- Negotiated two sole source contracts with a leading for-profit national healthcare company worth \$7.5 million in annual revenues.
- Achieved sole source contracts worth \$600,000 with B.F.I. and the American Red Cross for sharps containers in medical waste management and alternate care.

**Director of Sales, Western Area** (1999-2000)

Managed the sales activities of 23 territory and four regional managers. Concurrently, held responsibility for national accounts administration and key account management.

**Director of National Accounts** (1998-1999)

Managed 25 key accounts, representing \$50 million in annual revenues.

- Negotiated a long-term prime vendor program with Health National Group, resulting in a sales growth of 62% over a three year period.
- Expanded the number of products on contracts from 350 to 650 part numbers.

**Director of Manufacturing** (1995-1998)

Directed six production departments engaged in the assembly and packaging of disposable medical devices. Responsible for 250 employees, a \$10 million expense budget, a \$5 million inventory, and a production value of \$25 million.

- Concurrently implemented both MRP II and JIT/World Class Manufacturing.
- Improved inventory turns by 50%, service levels to 99% and manufacturing lead time by 65%.
- Improved cash flow by \$3.3 million on sales of \$50 million.
- Reduced manufacturing and distribution costs by an average of 10% per year. Decreased overall costs by \$8.2 million while growing sales by 25%.

**Rhode Island Healthcare Corporation, Inc.**, Providence, Rhode Island

1989-1995

**Plant Manager**

Led eight production departments engaged in the processing and finishing of sterile, aseptically filled therapeutic human plasma derivatives. Managed nine production and division support departments such as engineering, maintenance and distribution with joint responsibility for accounting and human

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resources. Responsible for 400 employees, a \$20 million expense budget and a production value of \$120 million.

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**Rhode Island Healthcare Corporation, Inc., Continued**

- Reduced manufacturing costs by 13% without major capital expenditure and achieved several manufacturing performance records.
- Generated \$6 million in favorable manufacturing variations by instituting major quality and yield improvement programs.
- Received two major safety awards from the National Safety Council for outstanding safety performance in an environment subject to high accident rates.
- Implemented startup manufacturing processes using new technology and with responsibilities ranging from facility design to production.

**EDUCATION**

**Brown University**, Providence, Rhode Island

**Master of Business Administration**

**Rhode Island State University**, Providence, Rhode Island

**Bachelor of Science, Biological Sciences**

CPIM (Certified in Production and Inventory Management)

National Aeronautics and Space Administration's Bio-Space Technology Training Program