



**Sales/Branch Manager-Stryker Orthopedics**

**December 1998-July 2007**

- Responsible for both sales and operational objectives. Including P+L and cost of sales
- Grew sales from 9 million to over 19 million
- Met all cost of sales and P+L benchmarks every year
- Led Stryker with lowest cost of sales at 22%
- Grand Champions Award winner-Led all managers in “New Customer” Contest
- Gallup Organization Sales Leadership Graduate

**Sales Rep-Howmedica (Later Acquired by Stryker)**

**March 1992-December 1998**

- Full line sales Rep/Recon and Trauma
- Met or exceeded all sales objectives routinely

**United States Air Force/Active Duty and Reserves**

**October 1984-1992**

- Surgical Services Specialist
- Field Medic
- Air Force Commendation Medal Award-Desert Shield/Desert Storm
- Air Force Leadership School

**Education**

- School of Healthcare Sciences, Wichita Falls, TX      November 1984-March 1985
- Syracuse University/Community College of the Air Force      1985-1989
- SUNY College-Farmingdale, NY      1989-1992