**[Business Development Account Executive - Federal Government Acute Care](https://www.postjobfree.com/resume/ad12fb/business-development-account-wheaton-il)**

**Location:**Wheaton, IL

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**Contact Info:**

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**Resume:**

JULIE MANDERS

Federal Account Executive

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Experienced results-driven medical sales executive, consistently exceeding quota. Entrepreneurial mentality with ownership, vision, and consultative sales style by communicating opportunities for increased revenue via market penetration in short/long term opportunities. Interprets needs and presents compelling sales solutions that benefit both customers and organizations. Capitalize on Government-Federal contacts, IDN networks, business connections, and strategic partnerships to increase market share within referral sources such as hospitals, specialty physicians, and organizations. Team builder with strong mentoring skills. A persuasive and adaptable communicator who is adept and successful with Hospital C-Suite, Senior Management, Specialty Physicians, and clinical staff.

KEY SKILLS: Value Assessment · Client Relations · Business Development · Leveraging Strategic Partnerships · Start up launch· Key Accounts/ VAMC/IDN Development · FSS/GSA Business Acumen · Selling · Sales Presentations · Account Management · Leadership ·Team Building · Medical Device · Hospital Sales · Market Penetration · Strategic Partnerships · Relationship Development · Product Launch · Sales Strategy · Market Expansion · Consultative Selling · Communication

PROFESSIONAL EXPERIENCE

Business Development/Account Executive, Renalytix AI, Chicago, IL, November 2021-Present

Renalytix is the founder and global leader in the new field of bioprognosis™ in kidney health-. Engineered a proprietary solution that successfully enables early-stage, progression risk assessment utilizing Precision Medicine. Start up. http://renalytix.com/

Develop, manage, and implement sales strategies for FSS, GSA, and Commercial. Strong understanding of the healthcare industry, market imperatives, and trends for healthcare and device providers. Establish targeted accounts and strategic sales plans consistent with the company objectives; translate plans into key performance objectives. Lead GSA in KPI accomplishments. Develop and maintain relationships ranging from clinicians, account administrators, and staff in addition to all appropriate medical staff and C Suite. Work with and effectively leverage market access, medical affairs, client services, and other departments to achieve business goals. New customer acquisition, sales strategy, and execution to drive sales profit and revenue. Develop relationships with key opinion leaders (KOLs) and leverage their support with account targets. Lead cross-divisional efforts to improve overall success and engage in key account sales, business development, and ongoing customer success. Successfully launch accounts through clinician and staff education, workflow integration, solutions, and consistent pull-through.

VAMC Specialist/Area Manager – Midwest, Geo-Med, Chicago, IL, June 2019-November 2021

Geo-Med SDVOSB. Founded in 2004 and located in Central Florida, our primary clients are Veterans Administration and Department of Defense Medical Centers. Geo-Med has been verified by the Center for Veterans Enterprise (CVE). Awarded FSS, GSA, DAPA & ECAT contracts and multiple BPA's. http:/ HYPERLINK "http://www.geomedsdvo.com/" HYPERLINK "http://www.geomedsdvo.com/" HYPERLINK "http://www.geomedsdvo.com/" HYPERLINK "http://www.geomedsdvo.com/" HYPERLINK "http://www.geomedsdvo.com/" HYPERLINK "http://www.geomedsdvo.com/",HTTP

Business development, Sales, and Management of Medical Equipment - Capital/MedSurg to VA and DoD Medical Treatment Centers. Worked with key manufacturing partners to achieve sales, and educate our Mfg. partners sales teams on government procurement regulations, contract identification, and strategies within Federal Healthcare facilities, thereby increasing regional sales. Managed and maintained activity and product focus of Inside Sales Team Members for Midwest (13 states). Provided successful sales leadership in mentoring and managing the development of junior inside sales representatives. Completed ongoing technical competency and development. Guided the execution of strategic account plans to achieve and exceed goals. Managed communications with internal staff and hospital departments throughout the entire facility’s call points. Ethically manage territory expenses and report activity via CRM.

Account Executive/Business Development, Arista Care, Hoffman Estates, IL, April 2017-June 2019

AristaCare is a local provider of comprehensive infusion services with experience in bringingg intravenous therapy to patients through the most convenient methods possible. http://www.aristacarehealth.com

Infusion Therapy (TPN, IVIG, Antibiotic) Sales: Hospitals VAMC Federal Sales development of and Specialty Practices throughout Greater Chicago. Capitalized and closed new business Government Hospitals VAMC and closed Key Commercial Accounts. Call points included: GI, Neuro, Ortho, Transplant, Pulmonary/Respiratory, Case Management, and C-Suite. Build and manage territory for month-over-month continued growth. Provided in-services for clinical and non-clinical hospital and practice staff.Built and managed territory for month-over-month growth.

Sales Executive-Market Expansion, Midwest, BPI Medical, Chicago, IL, January 2015-March 2017

BPI Medical is a leading provider of surgical instrument and endoscope repair services. http://www.bpimedical.com

Expanded and grew new commercial and government markets for Medical Equipment in Hospitals; Commercial, VA, and DoD. Developed solutions for account conversions (Hospitals & ASCs). Built and managed territory for month-over-month continued growth. Provided in-services for clinical and non-clinical hospital and practice staff. Utilized in-depth knowledge of targeted clinical specialties to increase revenue in the territory. Developed and implemented proactive solutions for client reviews; analyzed data, issues, agreements, and action plans to grow revenue.

Key Account Manager - THH, Chicago, IL, 2009-2015

THH Acquisition LLC, Total Health Home, provides health care service and equipment/Devices: High Tech Respiratory - Ventilation, oxygen. Total Health Home serves patients in the State of Illinois. Medical equipment sales/services into hospitals, LTAC, ASCs, and VAs. Exceeded corporate goals while upholding ethical standards. Demonstrated consensus builder with clients and colleagues. Expanded growth and revenue in underperforming facilities. Scheduled and conducted in-service product training for clinical, as well as non-clinical staff. Cultivated long-term relationships with key Management and C-Suite.

THH Account Sales Representative (promoted), 2006-2009 promoted

Medical sales, account acquisition/retention. Strategic planning for expanded sales and growth over baseline. Called on physician offices and hospitals. Developed and maintained positive relationships with key personnel within assigned accounts.

Territory Sales Representative - Commercial / VA Hospitals, GE HealthCare, Chicago, IL, 1996-2006

GE HealthCare provides digital infrastructure, data analytics & decision support for diagnosis, treatment and monitoring of patients. http://www.gehealthcare.com

Managed sales in the multi-state territory: Illinois, Wisconsin, Indiana, and Michigan. Call points: ENT, GI, Surgery, Respiratory/Pulmonary, Bio Med/Material Management, Logistics. Multi-state territory management, selling medical equipment and services. Call points: OR, Surgery, Respiratory/Pulmonary, GI, CSP, Bio Med, Materials Management, C- C-Suite, Logistics. Entrepreneurial mentality with ownership vision and continued self-improvement in technical competencies. Prepared MS PowerPoint educational presentations for clinical and non-clinical attendees. Developed and guided the execution of strategic account plans to achieve and exceed goals.

EDUCATION

B.S. - Business/Political Science, Regis University, Denver, CO4 Year Tennis D2,2 year co-captain