**[Business Development Account Manager](https://www.postjobfree.com/resume/ady6s6/business-development-new-orleans-la)**

**Location:**New Orleans, LA, 70112

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**Contact Info:**

[tamortillaro@gmail.com](mailto:tamortillaro%40gmail.com?subject=Business%20Development%20Account%20Manager)

[228-342-1596](tel:+1-228-342-1596)

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**Resume:**

Thomas A. Mortillaro, MBA

4625 Lefkoe St, Metairie, LA 70006

228 342 1596

tamortillaro@gmail.com

A Business Development Executive, Strategic Account Manager, and Key Account Manager with Managed Care, physician, hospital, acute care, IDN, long term care and home health sales experience. History of award-winning sales. Superior negotiation and communication skills. Project Management experience. Have worked with neurologists, orthopedists, endocrinologists, cardiologists, family practice, internists, oncologists, and podiatrists. A general knowledge of the medical device markets. A strong record of award-winning sales and territory growth. Managed as many as 15 salespeople on a statewide and regional basis. A consensus builder that specializes in communicating across multicultural boundaries to get a beneficial result for all parties.

Professional Experience

Account Executive

Elara Caring

October 2022 to Present

Launched an expansion territory in Southeast Louisiana

Responsible for brand building and sales in the region in an unconventional role calling on orthopedists, pulmonologists, cardiologists, podiatrists, and family practice doctors.

Utilized existing network of physicians and understanding of hospital, acute care, and long term care sales to achieve sales growth and take existing clients from limited production to achieving consistent growth.

Sold in competitive managed care market regionally

Responsible for growing business through building relationships with executives and midlevel managers

Account Executive

Rotech Healthcare

June 2022 to October 2022

Medical device sales in private clinics, hospitals, doctor’s offices, and acute care facilities.

Responsible for daily high-volume customer contact, tracking activity, developing a business plan for the short and long terms, while generating revenue that exceeds plan.

A consultant adept at defining the issue and problem solving.

Medical equipment Expanded a network of pulmonologists, neurologists, cardiologists, Internal and family medicine doctors in southeast Louisiana and the Mississippi gulf coast.

A natural communicator

Expert identifier of opportunities with the skills to translate potential into production.

Vice President of Business Development

Goodnight Terminal Services

January 2019 to June 2022

Operations and project management for multimillion dollar logistics company

Acted as lead sales executive on key accounts selling multimillion dollar contracts to fortune 1000 companies.

Managed and oversaw multiple multimillion dollar projects simultaneously while managing a staff of over 15 people.

Responsible for growing business through building relationships with executives and midlevel managers

Project Management duties included confined space industrial cleaning, development, and use of robotics, mixing of chemicals, and overall operations.

Custom Health Care

Regional Sales Director/Strategic Account Manager

May 1994 to February 2005

Founding partner of mobility company that grew to largest independently held company of its kind in the State of Louisiana

Key account and sales management experience

Sold respiratory, wound care and diabetes products to address peripheral neuropathy and wounds.

Called on hospitals, private clinics, neurologists, podiatrists, endocrinologists, pain management and pulmonologists.

Multiple location supervision and operations management experience

Grew business to 5 locations with over 40 employees.

First Member and President of the Louisiana Association of Rehab Technology Suppliers

Lobbied state legislature for funding and leveraged exceptional communication skills to motivate and persuade competitors to work in unity to achieve goals.

Understand sales processes, P and L experience, customer service, medical billing, anatomy, insurance company practices,

Rehab Technology and Supplies

Owner/Operations/Chief Business Development Officer

February 2005 to December 2006

Founded and managed a start-up mobility focused equipment company.

Managed Operations and business development

Retired all debt in under 6 months to achieve positive cash flow.

Developed and implemented sales and growth plans hitting or exceeding goals every month.

Sold diabetes products and supplies including shoes for peripheral neuropathy.

Business was lost to Hurricane Katrina along with my home on August 29, 20

Independent Producer

Regional Sales Director

November 2006 to January 2023

Executed Sales growth plan in multiple states.

Maximized scheduling acumen to achieve sales objectives every year for over 10 years.

Developed systems to retain business through providing a customer centric sales experience

Recognized for being a top 10% producer of multiple insurance companies simultaneously.

Maximized profitability through the development and implementation of travel and sales plans.

Northwestern Mutual

Field Director

November 2006 to November 2012

A commission-based sale position focusing on high-net-worth clients as well as A and B level executives and business owners.

Identified and solved financial problems through a consultative sale approach.

Secured multiple certifications through a commitment to continuing education including Series 6 and Series 63 licenses and client building.

Selected to Advanced Sales Training School and promoted to management.

Recruited and managed over 10 financial representatives at a time.

Nicholls State University

Mathematics Instructor

May 1992 to August 1994

Taught courses in mathematics including linear algebra and geometry.

Lafourche Parish School Board

Special Education Teacher

May 1992 to August 1994

Elementary teacher for the 4th, 5th, and 6th grades

Taught science, mathematics, and history

EDUCATION

Nicholls State University

May 1992 to May 1994

Master of Business Administration

Loyola New Orleans

May 1985 to May 2009

Bachelor of Arts in History

Minor Business Administration

ADDITIONAL ACCOMPLISHMENTS

Top 10 in sales for two companies in one year

Won multiple sales awards including agent of the month over 10 times

Earned incentive trips to Ireland, the Dominican Republic and Spain through execution of aggressive sales plans.

Intermediate knowledge of CMS and the Microsoft Office Suite

A gifted speaker and presenter that communicates across all generational, racial, and socio-economic boundaries.

Achieved an Assisted Technology Supplier (ATS) certification from The Rehab Engineering Society of North America (RESNA) 1996

Working knowledge of biomechanics and anatomy

Elected the First President of the Louisiana Association of Rehab Technology Suppliers

Elected President of Beggars Fraternity at Loyola University 1990