

## **George Castanza**

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### **PROFESSIONAL EXPERIENCE**

#### **Professional Summary**

Proven sales professional with a history of success in both sales management and as a sales representative. Track record of hiring, developing, motivating and managing to organizations goals and bottom line achievement.

#### **Medtronic, Inc., St. Paul, MN (April 2006 – Present)**

##### **Director of Sales (January 2011 – present)**

- Promoted to Director of Sales to manage the Regional Sales Manager team
- 9% YOY growth in 2011 from \$22m to \$24m
- Responsible for sales forecasting, budgeting, quotas and daily management of sales team
- Successfully hired, trained and managed team of 65 sales reps and 8 managers
- Final decision on all hiring of sales force
- Successfully launched billing service program that grew to over 100 accounts in less than 6 months
- Integral in the selling and negotiating of hospital based programs

##### **Regional Sales Manager (April 2006 – December 2010)**

- Hired as one of 4 original sales managers
- 5 of my former sales representatives were promoted to Regional Manager
- Over 100% of quota in 2007, 2008, 2009 and 2010.
- 9 or 10 territories met plan in 2010
- Rolex winner for Manager of the year in 2010
- Responsible for the development of sales team in 12 states
- Responsible for recruiting, hiring, training and performance management of sales team
- Established 1<sup>st</sup> programs at HCA and Tenet Hospitals
- Annual sales quota of started at \$400K and increased to \$4.8 million.
- Appointed as Interim Director of Sales during two separate leave of absence for my boss

**Stryker Corporation, Kalamazoo, MI (June 2005 – April 2006)**

As a division of Stryker Endoscopy, Stryker Imaging works specifically with orthopedic groups to convert conventional x-ray systems and paper charts to digital x-ray and electronic medical records (EMR).

**Sales Representative, IA**

- Sold \$1.3 million vs. plan of 1 million
- Exceeded quota in 2005
- President's Club winner 2005

**IKON Office Solutions, Malvern, PA (1996- June 2005)**

IKON integrates imaging systems and services that help businesses manage document workflow and increase efficiency. IKON is a worldwide leader in managed document services and integrated imaging systems.

**Field Sales Manager, Cedar Rapids, IA (January 2001-June 2005)**

- Managed 20 sales representatives, 5 branch offices and \$6 million annual budget upon leaving.
- #1 manager in marketplace in 2001 and 2003
- Had two sales reps promoted to sales managers and one to major accounts
- IKON President's Club winner in 2001 and 2003
- Increased sales revenue from a monthly average of \$220K in 2000 to \$330K in 2003

**Major Account Manager, Cedar Rapids, IA (January 1998-January 2001)**

- #1 Sales representative in marketplace in 1999 and 2000
- President's club winner in 1998, 1999, and 2000
- Landed a major account agreement with McLeodUSA and John Deere that each accounted for over \$1 million in annual revenue
- Sold more than \$1 million in revenue 3 consecutive years

**HV Account Manager, Cedar Rapids, IA (November 1996-January 1998)**

- Won President's club in 1997

**ADP (Automatic Data Processing), Roseland, NJ, October 1993-October 1996**

**District Sales Manager, Cedar Rapids, IA**

- Sold \$160K(135%) in annualized sales revenues in 1996
- First President's Club winner from Iowa

**Professional Sales Affiliates, Chicago, IL, 1992-1993**

**Sales Representative, Des Moines, IA**

- Sold 25 units in 1 year

**EDUCATION, MANAGEMENT TRAINING**

1991 B. S. Business Administration, University of Northern Iowa, Cedar Falls,  
IA