

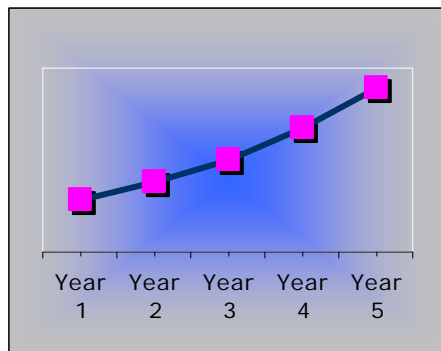
JANE BROWNE

ACCOMPLISHED MEDICAL SALES PROFESSIONAL

An energetic territory manager with over-and-above dedication, business acumen, and transferable skills;
Demonstrates adaptability and resilience in extremely competitive marketplace;
Serves as a conduit between customer needs and organizational objectives.

"Advancing the interests of medicine through the promotion of viable products..."

Territory Management	Account Development	Client Needs Assessment
Solutions Selling	Buyer/Vendor Interface	Relationship Optimization
Market Trend Analysis	Forecasting & Budgeting	New Market Development
Staff Training	Product Presentations	Revenue Generation



Achieved 25% annual gross profit increase for Medical Advances Limited (see page 2)

CAREER CHRONOLOGY

Billings & Associates Limited ■ Hamilton, ON

1992 – 2006

With over 100 years of experience, Billings & Associates is the one of the largest, privately-owned Canadian distributors of hospital and nursing home supplies with excess of 300,000 medical products ranging from syringes and needles, medical gloves and physician examination tables, to wheelchairs and surgical face masks.

TERRITORY MANAGER

Managed territory within Hamilton-Niagara Peninsula; negotiated with hospital management to secure and maintain business; coordinated national and regional conventions for vendors and delegates; promoted new product development; completed administrative reports (budgets, forecasts, and marketing strategies.)

- Achieved compliance of best patient practices new technology IV securement device, which resulted in \$100,000 during the first year.
- Established and presented special annual awards program for top three graduates of cardiology technician course at McMaster University which created brand awareness and future business opportunities.
- Accomplished 99% compliance of OR disinfecting products creating an increase of \$100,000.
- Trained staff on new cardiac diagnostic technology which improved wait times and medication follow-up; increased sales by \$85,000 in the first year.
- Conducted front-end solutions selling to end-users to standardize skin care products in acute care facilities; generated over \$125,000 increase in sales.
- Earned incentives and bonus monies consistently over fourteen years.

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CAREER CHRONOLOGY

(Continued)

Medical Advances Limited ■ Toronto, ON

1988 - 1992

Medical Advances is a family-owned Canadian sales, marketing and wholesale, distribution company providing full service solutions to the health care industry with up to 50,000 products ranging from soft goods to capital equipment.

TERRITORY MANAGER

Responsible for GTA territory development; sourced new product lines; negotiated regional contracts for tendered product lines; coordinated and attended national and regional conventions to market new products; coordinated activity reports and cost analysis data.

- Achieved highest sales and profit volume within company's hospital division (1990-1992). Consistently acknowledged as Number One or Number Two rep during entire tenure.
- Promoted and obtained 85% of all high level disinfectants used within hospital critical care areas in territory.
- Averaged three to five operating room tables annually at revenues of \$50K per unit.
- Credited with implementing an innovative program in conjunction with St. Mary's hospital which prevented wheelchair loss. Program spread to regional hospitals due to its overwhelming success.
- Increased annual gross profit by 25% annually.

COMMUNITY LEADERSHIP

- **Volunteer Chair** for Outreach Committee that provides local programming and meals for disadvantaged.
- **Volunteer Chair** of Personnel – manage budgets, payroll, benefits, and pensions for nine staff.
- **Fund Raising Leader** – initiated fund raiser to purchase equipment for disabled.
- **Grief Counsellor** – Rainbows, International – provide volunteer support to not-for-profit organization that fosters emotional healing among children grieving a loss from a life-altering crisis.

EDUCATION & PROFESSIONAL DEVELOPMENT

- Bookkeeping & Accounting – Mohawk College
- I, II, III – Selling Skills - Xerox
- Eagles Flight Sales Seminars - Gold of the Dessert Kings, Enigma, Rattlesnake Canyon
- Effective Time Management & Negotiating Skills
- The Psychology of Selling – Brian Tracy
- J & J Operating Room Disinfecting & Compliance Protocols
- Wound Care Strategies

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