

JOE BLOGGS

General Manager

Carpinteria, CA USA • +1 (123) 456-7890 • email@gmail.com • linkedin.com/in/name

*"Joe was one of my direct reports and he was instrumental in expanding the business and maintaining operational efficiency."
- David Smith, CEO, Company A*

Entrepreneurial, analytical, and results-driven General Manager with invaluable experience in commercializing diverse products, directing lucrative market development initiatives, establishing international partnerships, and integrating acquisitions. Proficient in expanding distribution channels with consistent double-digit growth throughout the USA, Europe, Middle East, and APAC. A pragmatic and hands-on leader strongly commended for the ability to lead and motivate teams to produce quality results. A creative problem solver with strong organizational skills to handle complex cross-functional challenges while ensuring maintenance of a clear linkage to overall business objectives. Looking for a challenging General Manager role within the medical device industry.

KEY SKILLS

New Product Development | Program Management | Business Development
Change Management | Multi-Channel Sales Management | Training and Development
Strategic Partnerships | Financial Analysis | Global Marketing Strategies

PROFESSIONAL EXPERIENCE

Company A • Santa Barbara, CA

Executive Director

Oct 2019 – Present

[Company A](#) is one of the world's largest manufacturers of pharmaceuticals with over \$12.7B in revenue and 110K employees. Responsible for formulating business plans and directing the effective implementation of multiple complex programs to achieve business performance targets. Report to the CEO, supervise 20 direct reports, and manage an annual budget of \$5M.

- Lead the strategic planning for programmatic growth and impact; conduct independent market research to identify and assess unmet client and industry needs; provide consulting expertise to resolve clients' unique product development, quality, regulatory, go-to-market, and commercialization challenges; ensured successful execution of clients' business strategies
- Spearhead the strategy, and execution of business development initiatives; leverage a wide network of OEM contacts to cultivate new business, generate referrals, and connect with new potential clients; **grew client projects by 25%**
- Oversee a high caliber cross-functional team of 35 members; set performance metrics and track progress; assign deliverables according to team members' level of skills and expertise; **achieved 90% on-time delivery rate**
- Facilitate finance management; prepare project proposals and negotiate contracts; administer calculations and estimates of engineering resources and project-related expenses; secured contracts with higher rates than typical competitors

Company B • St. Augustine, FL

Vice President and General Manager

Dec 2018 – Oct 2019

[Company B](#) is one of the top global medical device companies with \$34.6B in revenue and approximately 109K employees. Responsible for providing P&L leadership to sales and marketing, product engineering, and merger and acquisitions to meet established financial performance. Reported to the CEO, supervised 10 direct reports, and administered budget controls for an annual expenditure of \$5M.

- Chaired business expansion initiatives; utilized strong interpersonal skills in cultivating relationships with Key Opinion Leaders (KOL) in the targeted market; performed market research and identified strong merger and acquisition opportunities in partnership with the business development team; successfully integrated 2 newly acquired companies
- Streamlined product development; leveraged strong analytical skills in identifying enhancement opportunities; restructured US and China's engineering departments, enhancing cross-functional effectiveness; boosted time-to-market for product launches by 33%
- Provided effective sales management; selected 3rd party advertising agency and monitored competitors; developed innovative sales methods to expand relationships with top medical OEMs, including Philips and Cardinal Health; generated \$20M earnings
- Drove continuous improvement of processes; trained operations leadership team to stabilize international supply chain and optimize delivery reliability; maintained manufacturing, development, and related control facilities in compliance with current good manufacturing processes (GMP); **reduced production cycle times by 26%**, costs by 10%, and scrap from 30% to 5%
- Led turnaround of underperforming Chinese contract manufacturing facility; utilized thorough knowledge of accounting and financial management to assess the site's financial data and determine variances and performance gaps; administered problem resolution and recovery plan; stabilized the facility's performance and restored customer confidence and satisfaction

Company C • Carpinteria, CA

Vice President and General Manager

Feb 2015 – Dec 2018

[Company C](#) is a global healthcare solutions company operating in 160 countries, generates \$28B in revenues, and has 105K employees.

Responsible for managing P&L, global sales and operation, product engineering, and market penetration strategies to achieve business growth objectives. Reported to Senior Vice President, directed 35 staff, and provided financial management for \$2M annual budget.

- Established sales distribution in 24 previously unserved countries across EMEA, USA, and the Middle East within 18 months; utilized excellent communication skills to negotiate exclusive distribution agreements; revamped marketing campaigns and sales tools to standardize and enhance company image and market presence; resulted in \$4M incremental sales
- Developed a comprehensive merger and acquisition strategy; conducted due diligence and contract negotiations for 3 multimillion-dollar acquisitions; managed corporate and legal approval; acquired exclusive global distribution rights for injectable medical device; increased revenue by 10%, generating \$2M in the first 12 months
- Directed sales and strategic marketing initiatives; utilized data analytics to guide the design of targeted B2B and B2C messaging; managed marketing communications, brand building, and collaterals; catapulted 10% annual sales with minimal investment and low overhead costs
- Utilized expert-level product knowledge to devise and launch 4 new medical devices; leveraged strong presentation skills in pitching product vision and business case to the leadership team, influencing buy-in decision; identified 3rd party resource to build products that reflect the needs of the international market; **boosted sales by 60% within the 1st year**

Company D • Carpinteria, CA

Vice President

Jan 2008 – Dec 2014

[Company D](#) is a leading producer of intravenous (IV) fluids and systems with \$10.56B in revenue and 48K employees.

Responsible for leading all aspects of business operations, including market research, product development, and regulatory compliance to achieve revenue growth targets. Reported to CEO, led 10 direct reports, and managed 5-year budget of \$1B budget.

- Developed strategic plans for the business; executed a global product rollout for a breakthrough, non-invasive ultrasound technology, and leakproof breast implant for aesthetic and reconstructive plastic surgery; delivered \$500M revenue and 90% internal rate-of-return (IRR) within 5 years of product launch
- Capitalized on comprehensive leadership experience to lead new product development efforts; authored detailed product requirements documents used as key design input for R&D, QA & regulatory; mobilized milestone-driven project management approach focused on customer needs, teamwork, quality, and innovation
- Established key distribution partners in the US, Europe, South America, and Asia; leveraged existing relationships with international distributors from prior roles to negotiate exclusive distribution agreements; built strategic partnerships

ADDITIONAL EXPERIENCE

Company E • London, UK and Shanghai, China

General Manager, Life Support Solutions – Asia

Apr 2003 – Jan 2008

Assistant Manager, Anesthesia, EMEA

May 2000 – Apr 2003

PROFESSIONAL TRAINING AND DEVELOPMENT

Organization A • Lean Systems Executive Green Belt

2012

Organization B • Six Sigma Green Belt

2007

EDUCATION

University A • MBA, Presidents and Key Executives (PKE) MBA Program

2003

University B • Bachelor of Arts in Biology

2000

TECHNICAL SKILLS

Microsoft Office Suite (Word, Excel, Outlook, PowerPoint, Project, Visio, SharePoint, Teams, Exchange, OneDrive), Salesforce® CRM, SAP® ERP, PTC Windchill® PLM

LANGUAGES

English (Fluent), Greek (Fluent), German (Conversational)