

Brian Black
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AGL VETRAX **1/2017 - Present**

Sales Manager Western United States

- Responsible for bringing an innovative medical monitoring device into the US Companion Animal Market in Q1 2017
- Responsible for training and working with a market leading veterinary nutrition company that consists of 180 Territory Managers and their respective District Managers and Professional Veterinary Consultants
- Onboarded 612 veterinary hospitals in 2017. Initial 2017 goal was 500 hospitals

PARNELL VETERINARY PHARMACUETICALS **4/2016 – 12/2016**

Sales Executive, Kansas and Missouri

- Responsible for launching an Osteoarthritis drug into the US Companion Animal Market along with a digital platform tool designed to help doctors diagnose patients
- Ranked number 5 out of 28 sales Executives in 2016 sales, growing customers from 0 veterinary hospital to 62, approximately \$720K in 2016 sales
- Company closed American Companion Animal Headquarters in 1/2017 because of lack of FDA approval

ABAXIS ANIMAL HEALTH

Regional Account Manager, Eastern Kansas/Western Missouri Territory **5/2014 – 4/2016**

- Responsible for selling in house laboratory diagnostic equipment and respective reagents to veterinary hospital and marketing and selling the Abaxis Veterinary Reference Laboratory (AVRL) services
- Ranked 3 of 45 Sales Reps in Sales of Abaxis Vet Reference Lab
- Ranked 8 of 61 Sales Reps in Quarter 1 2016
- Ranked 13 of 59 Sales Reps in Quarter 2 2016
- Ranked 10 of 68 Sales Reps in Quarter 4 2015

ARTHROCARE SPORTS MEDICINE

11/2006 – 5/2014

Territory Manager, North Los Angeles/Midwest Medical Resources Distribution Manager, Kansas and Missouri

- Responsible for selling the sports medicine product line to hospitals, surgery centers and managing an Associate Sales Representative
- Grew annual territory revenue from \$375K in 2006 to \$1.25 million in 2012
- 2007 100% Quota Achievement – First Year in Territory
- 2008 One Million Dollar Club Member – Second Year in Territory
- 2009 Million Dollar Club Member

- 2010 Million Dollar Club Member
- 2011 Million Dollar Club Member
- 2012 Million Dollar Club Member
- Highest Sales for Midwest Medical Resources Territory for year ending 2013. Grew territory volume from \$352K to \$500K
- Highest Sales for Territory 2/13 – 4/14. Grew territory volume from \$500K to \$600K
- ArthroCare Sports Medicine Distribution Partner of the Year 2013
- ArthroCare was acquired by Smith & Nephew in February of 2014

SURGRX

12/2005 – 11/2006

Account Manager, Metro Los Angeles Territory

- Responsible for introducing an electrosurgical device to the Los Angeles hospital market calling on General, Gynecology, Urology Surgeons and hospital staff
- 102% of quota in first quarter 2006
- 105% of quota in second quarter 2006
- 110% YTD/third quarter 2006

SYNTHES CRANIOMAXILLOFACIAL

10/2001 - 12/2005

Sales Consultant, Maxillofacial Division, Los Angeles Territory

- Responsible for selling full line of Craniomaxillofacial implants and biologics to Neuro, Plastic, ENT, Oral Surgeons and hospital staff. Working closely with Department Heads to support and educate residency programs at UCLA Medical Center and University of Southern California (USC) Medical Center
- Grew annual territory revenue from \$125K on 2001 to \$485K in 2005
- 110% of quota in 2002,
- 136% of quota in 2003, w/ 27% growth
- 100% of quota in 2004, w/ 33% growth
- YTD/2005 105%

UNITED STATES SURGICAL

7/1999 – 10/2001

Suture Sales Representative, North Los Angeles Territory

- Responsible for servicing and selling the US Surgical Suture line into all LA County and Kaiser hospitals working with all surgical specialties, hospital staff and residency programs

EDUCATION

University of Kansas – William Allen White School of Journalism, Bachelor of Arts Degree, Business Communications, December 1995