

Terry Walsh

Objective Apply my extensive Animal Health management experiences to increase and strengthen your company's market share position. Current skill set includes: senior field sales management, field sales training, business development, national account management, and key account management.

Experience

Business Development Manager

January 2016-Present

EKG Sales Associates, Inc.

Frankfort, IL

Responsible for developing and executing business development strategies resulting in new client acquisitions for this biotech lead generation company.

Achievements:

- Designed and updated a new company website to better engage clients
- Negotiated client contracts and developed a customized fee structure
- Implemented an aggressive social media plan to utilize multiple communication platforms
- Executed a financial plan to efficiently monitor and integrate costs and client fees
- Generated quarterly market and business plans
- Recruited Outbound Calling staff to supplement client development strategies
- Introduced client conference calls to monitor performance and target improvement strategies

Senior Regional Sales Manager

November 2011-December 2015

MWI Animal Health

Boise, ID

Responsible for executing all sales management duties within the Great Lakes Region.

Achievements:

- Expanded and created all new sales territories
- Hired and trained new OSRs
- Fostered a team-first atmosphere in Great Lakes area among 18-22 OSRs
- Assigned yearly budgets for all territories
- Monitored OSR reporting tasks, including monthly expense and mileage reports
- Created and provided presentations at National, Regional, and State Meetings
- Trained and assisted in the hiring of new Regional Managers
- Monitored OSR performance to assess force rankings and make talent adjustments as needed
- Performed weekly OSR ride withs and provided performance feedback
- Worked closely with Key Vendor Partner(KVP) management to increase MWI market share
- Performed routine sales data analysis to determine territory performance trends
- Upon regional re-alignment in FY12, increased sales revenues from \$85MM to \$135MM in FY16
- Mentored new Regional Managers, post-expansion
- Successfully achieved budget goal in 14 of 16 quarters
- Increased MWI average market share with KVP to #2 per state, up from #4

Regional Sales Manager**September 2005-November 2011****MWI Animal Health****Boise, ID**

Responsible for performing daily sales management tasks to reflect the company's aggressive growth and field sales force expansion.

Achievements:

- Successfully recruited, trained, and increased original sales team from 12 to 22 OSR territories
- Successfully achieved budget goals in 22 of 25 quarters
- Regional sales revenues increased from \$13MM to \$130MM
- Planned and executed regional sales conferences for OSRs and Key Vendor Partners

Outside Sales Representative**May 1992-September 2005****MWI Anima Health/Vetpo****Chicago, IL**

Successfully managed a veterinary distribution territory in the south/metro Chicago area, establishing rapport and influencing purchasing decisions of veterinarians, buyers, and clinic staff.

Achievements:

- Elected by regional peers to MWI 2005 President's Council
- Presented with the 2003 "Closer Award" for highest percentage of orders written/month
- Increased annual sales revenues from 45 thousand to 2.5 million dollars
- Worked closely with manufacturer representatives to foster a strong business relationship
- Assisted in training new territory managers
- Attended trade shows and local manufacturer meetings

Education

University of Illinois at Urbana-Champaign, IL

Bachelor of Science, Animal Science 1983

Competencies: Proficient in Excel, Word, Power Point, Outlook

Certified Illinois High School Association Basketball Official

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