



GEORGE B. DRAGONIR

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EXECUTIVE SUMMARY

Highly innovative and results oriented leader with over twenty years of healthcare financial sales management experience. Increasingly responsible management positions with various healthcare institutions including public, private equity backed, insurance & medical companies. Proven ability to lead a diversified team to achieve business results and implement process improvements. I am motivated and obsessive with knowledge and experience in the Medical Field, Pharmaceutical & Insurance Industries. Functional experience includes:

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|--------------------------|--------------------|---------------------------------|
| * Strategic Planning | * Operations | * Cold Calling |
| * Budget and Forecasting | * Lead Development | * Extensive Customer Service |
| * Complete Sales Cycle | * Sales Management | * Marketing / Digital Solutions |

EXPERIENCE

PHYSICIAN'S CONSILIUM GROUP, 2018 to present

- * Sales of pharmaceutical drugs and medical devices to physicians in Houston and surrounding areas.
- * Expanded my extensive network of physicians for business development and future sales growth.

VITALUS HEALTHCARE, 2017 to 2018

- * Sales of Comprehensive Home Sleep Tests, CPAP, VEEG, DME to internal medicine, family practice, pulmonary, neurologists, cardiologists, and allergy/immunology physicians in the Houston region.
- * #1 Sales Rep for the company in 2017
- * Developed EMR Flow process allowing physicians to submit multiple orders on a weekly basis.

NEXTMED CONSULTING, 2016

- * Consult with many different types of physicians / nursing facilities / hospitals in Texas & other states.
- * Deliver a portfolio of products and services that represents the best in testing, prevention, efficacious treatment, and recovery in medical & pharmaceutical industry.
- * Sales of molecular detection pathogen for Urinary Tract Infection, GI, Respiratory, Wound & Nail.
- * Medical Device sales that analyze patients for cardiovascular and autonomic nervous system health.

ALTUS, 2015 - 2016

Account Manager Pharmacy & Toxicology

- * Targeted 2700 physicians in my territory. Sales of speciality & customized scripts.
- * Cold Calls & Walk-ins to Orthopedic, Podiatry, Family Practice, Internal Medicine, Plastic Surgeons, Dermatology, OBGYN.
- * Did breakfast, lunch, & dinner sales presentations to doctor groups & their offices on a weekly basis, which included traveling to other cities for business development and future sales growth.
- * Cross sold for the other divisions to implement MRI's, hospice, home health, private equity.

ADVANCED MEDICAL SOLUTIONS, 2014 - 2015

Regional Sales Medical / Pharmaceutical Markets

1099 contracted companies:

Full Spectrum Diagnostics - Sales of Toxicology, Pharmacogenetics, Blood & other Lab Services

United Allergy Services - Turn-key Allergy Solutions

Smart Script Pharmacy - Sold / Implemented / Coordinated into ENT, allergy/immunology physician offices nebulizer devices

River Crossing Labs -Toxicology Services

Strat Medical - Greenlight Program - Implemented mental wellness assessments

MedTek - Toxicology Services

- * Leverage existing physician relationships to sell additional products
- * Target, Develop, Sell new customer opportunities to continually drive market penetration
- * Maintain a high level of product and technical knowledge
- * Conduct sales presentations in person, over the phone, and through email
- * Manage a network/group of professionals who sell for me in my designated medical areas.
- * Establish relationships with physicians in pain management, general practice, orthopedic, neurology, neurosurgery, podiatry, internal medicine, rheumatology, oncology, dermatology, and plastic surgery introducing toxicology, pharmacogenetics, pharmaceutical drugs, medical devices, and other programs.
- * Complete Sales Cycle of medical device companies, hospitals, DME / home medical equipment companies, home health care companies, physicians / doctor offices, imaging centers, clinics, rehabilitation centers, and medical transport

BROKERAGE AGENCY, 1993 - 2014

President

- * Sales of medical, life, disability, dental, vision, voluntary products, annuities 401k, 403b, IRA's, etc. for companies and individuals.
- * Demonstrated success record by negotiating sale of group business due to its profitability.

WINTER HAWK INSURANCE AGENCY LLC., 2009 - 2013

Vice President

- * Responsible for developing new agency.
- * My 22+ years experience, contacts, and clients in the business enables me to become an expert in many areas.

DIGITAL MARKETING SOLUTIONS

Consultant, 20+ years experience

- * Sales and Consulting of Digital Marketing Solutions for businesses.
- * Attract customers / clients & increase sales using SEO, PPC, Facebook / Instagram PPC, LinkedIn Outreach, SMS, Email Marketing, Social Content, Programmatic / Artificial Intelligence, B2B Leads, Call Centers, Chat Bots, Mobile Apps, Video Advertising & Web Development

EDUCATION

- * Completed NAMS Medical Sales Training Program. RMSR # 110622014, **Certification 2014**
- * Various Insurance Courses and Certificates including Series 6 and 63 Licensing.
- * Bachelor of Science in Business Management, Administration and Organization.
West Virginia University, Morgantown, West Virginia

ASSESSMENT TESTS

- * KOLBE A Result Report / PI Behavioral Assessment Predictive Index Report
<http://www.4aproduct.net/GeorgeDragonir>