

JIM WHITE

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PROFILE SUMMARY

- Influential Sales Leader with 15+ years of experience building prominent business relationships in the medical and technology industries.
- Trusted advisor in the medical and bio-tech space that identifies client's needs and leads teams to design hardware, software, and services solutions.
- Possesses comprehensive knowledge of products, competitors, and markets to guide strategies, grow revenue, and surpass sales goals.
- MBA Candidate seeking to bring sales background and passion for the medical and technology industries to (Company) as a Director of (Position).

Core Skills: New Business Development, Product Innovation, Product Launch, Product Demonstrations, Presentations, Solution Selling, Sales, Marketing Campaigns, Territory Management, Portfolio Management, Project Management, Team Leadership, Customer-Focused, Relationships, and Communication

Technical Skills: CRM Software, Salesforce, Financial Analysis, Data Analysis, Technical Writing, Software Proficiency, and Common Operating Systems, Power BI, SAP, Tableau

PROFESSIONAL EXPERIENCE

Avnet, Chandler, AZ 11/2022 – Present
Account Manager

- Work as the lead to design hardware, software, and service-based solutions for client's intellectual property including 7 new design wins in FY23.
- Build relationships and influence stakeholders resulting in FY23 Gross Profit finishing at \$1.1M against a \$960K target.
- Analyze accounts to understand customer products, engineering design and build, material procurement, and financial analysis to identify new revenue opportunities.
- Deliver and adapt execution plans to achieve performance goals and objectives utilizing Key Performance Indicators, scaling of success, and business problem solving.
- Track and report sales performance metrics and analytics to the leadership team during quarterly business reviews.

Avnet, Chandler, AZ 10/2021 – 10/2022
Business Development Manager

- Directed Avnet sales efforts on all HP Inc. products increasing annual revenue 34% from \$7.3M to \$11M in less than 1 year.
- Designed pre- and post-sales support services for HP Personal Systems products to ensure successful product launch and implementation.
- Advanced ongoing relationships with HP channel and customer sales teams expanding company reach and strengthening partnerships by growing the business between companies.
- Develop and manage key relationships with OEM partners, supplier partners, and employees becoming a go to resource for industry related questions.
- Developed and delivered product presentations and training for the sales team to provide them with the knowledge necessary to meet and exceed sales targets.

CVS Health, Chandler, AZ 10/2020 – 11/2021
Service Advocate

- Developed in-depth knowledge of the health insurance industry including health laws helping further my knowledge of the medical industry.

- Onboarded over 100 new members on benefit information and the resources available to assist with their health and wellbeing.
- Coordinated updates to benefit information in the database to process member claims in the most cost-efficient manner, saving the company millions of dollars.
- Communicated with members in the South region to assist with pre-certifications, prior authorization, procedure costs, and errors in coding and billing to facilitate better healthcare.
- Utilized predictive and preventative analytics to best service members by connecting at risk members with live specialists to offer specific support.

I.C. Medical, Phoenix, AZ

10/2014 – 07/2018

National Sales Manager

- Increased company profitability by boosting revenues on capital equipment and single-use sterile disposables from \$14M to \$17M in 2017 resulting in 21% YoY growth.
- Delivered product presentations to OEM partners, Group Purchasing Organizations, Integrated Delivery Networks, C-Suite, large hospital systems, and at industry trade shows to secure millions in multi-year contracts.
- Researched and capitalized on laws and regulations specific to the industry to support customer knowledge, drive product adoption, and increase sales.
- Facilitated clinical trials with over 20 surgeons across the United States to educate operating room staff on features, advantages, and benefits of capital equipment and consumables.
- Managed cross-functional teams including c-suite, bio-med, surgical administration, and procurement departments to improve training and adoption of products.

EDUCATION

University of Arizona, Eller College of Management, Tucson, AZ

Master of Business Administration Candidate

- Concentration: Finance
- Class President

University of Arizona, College of Humanities, Tucson, AZ

Bachelor of General Studies

- Concentration: Economy and Industry

VOLUNTEERING

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| • Avnet Cares | 11/2021 – Present |
| • MAKERS of Change Assistive Technology Challenge - Judge | 09/2023 – 10/2023 |
| • Arizona Science & Engineering Fair – Judge | 03/2022 – 04/2022 |