

JIM WHITE

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PROFILE SUMMARY

- Influential Sales Leader with over 20 years of experience cultivating prominent business relationships and building strategic partnerships.
- Trusted advisor in the medical and life science industry leading teams to design hardware, software, and services solutions based on client's intellectual property.
- Research oriented focusing on products, competitors, and markets to guide innovative strategies, forecast, grow revenue, and surpass quotas.
- Sales and Business Development leader seeking to further my education and skillset with a Master of Science in AI for Business.

Sales Leadership & Business Development • Strategic Partnership Building • Territory Management • Business Development • Solution Selling • Customer Relationship Management • Team Leadership • Revenue Growth

Strategic Business Acumen • Product Innovation & Launch • Market Research • Financial Analysis • Marketing Strategy • Project Management • Branding & Positioning • Presentations & Communications

Technical Expertise • CRM Software & Salesforce • Data Analysis (Power BI, Tableau) • SAP Implementation • Technical Writing • Software Proficiency • Operating Systems • Digital Marketing Tools

PROFESSIONAL EXPERIENCE

University of Arizona, Scottsdale, AZ

12/2024 – Present

Assistant Director, Corporate Partnerships

- Build upon existing Corporate Relationships as well as cultivate new partnerships in the Phoenix area.
- Act as project manager and facilitate projects between corporate partners, faculty, and students.
- Drive significant revenue through the development of Corporate Partnerships.
- Collaborate with teams across the University to grow the Eller Partnership Office.

Avnet, Chandler, AZ

11/2022 – 12/2024

Account Development Manager

- Worked as the leader within accounts to design hardware, software, and service-based solutions for client's intellectual property including 7 new design wins in FY23.
- Built relationships and influence stakeholders resulting in FY23 Gross Profit finishing at \$1.1M against a \$960K quota.
- Analyzed accounts including: customer products, engineering design and build, material procurement, and financial analysis to identify new revenue opportunities to exceed FY24 \$12M Revenue quota.
- 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 leadership teams during quarterly business reviews.

Avnet, Chandler, AZ

10/2021 – 11/2022

Business Development Manager

- Directed Avnet sales efforts on all HP Inc. products increasing annual revenue 34% from \$7.3M to \$11M sequentially.
- 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.

- Developed and managed 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 advanced energy in the operating room to support customer knowledge, drive product adoption, and increase sales.
- Created social media marketing content and branding through technical writing, posting, and engagement.
- Facilitated clinical trials and in-services with prominent surgeons across the United States in over 20 hospital systems to educate operating room staff on features, advantages, and benefits of capital equipment and consumables.
- Managed 10 national sales representatives, 6 exclusive international distributors, and 2 OEM partners.
- Worked with 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

- Concentration: Finance
- PMBA co-class President

University of Arizona, College of Humanities, Tucson, AZ

Bachelor of General Studies

- Concentration: Economy and Industry

COMMUNITY ENGAGEMENT & VOLUNTEERISM

Corporate & Industry Involvement

- Avnet Cares - Participated in corporate social responsibility initiatives supporting local communities
- MAKERS of Change Assistive Technology Challenge - Judge for innovative technology solutions for people with disabilities
- Arizona Science & Engineering Fair - Judge evaluating student STEM projects and providing educational feedback

Community Support

- Read Across America - Volunteer promoting childhood literacy through reading sessions at local schools
- A New Leaf - Volunteer supporting vulnerable individuals and families with housing and crisis services
- MS Walk - Fundraiser and team member with Team Mixed Nutz raising awareness for multiple sclerosis
- St. Mary's Food Bank - Volunteer assisting with food distribution to address hunger in the Phoenix area