



WAYNE KING

HEALTHCARE SALES PROFESSIONAL WITH 35 YEARS OF SUCCESS IN SALES, MARKETING, AND CLIENT RELATIONS. DEMONSTRATED RESULTS IN REVENUE AND PROFIT GENERATION AS WELL AS PROVIDING EFFECTIVE LEADERSHIP IN A TEAM ENVIRONMENT THAT THRIVES ON MOTIVATION, COMPETITION AND RESULTS.

CORE COMPETENCIES

PHONE:

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LOCATION:

Lewisville, TX

- GPO & Large IDN Markets
- Sales Prospect Development
- Contracting
- New Market Penetration
- Market Expansion
- Cost Evaluations & Forecasting
- Administration & Leadership
- Client Relations
- Account Development
- Strategic Direction & Planning
- Customer Orientation
- Project Management
- Business Acumen
- Consultative & C-Suite Selling
- Mentoring & Peer Development
- Servant Leader
- Conflict Resolution
- Talent Acquisition
- Networking & Collaboration
- Communication
- Problem Solving
- Integrity & Transparency

PROFESSIONAL EXPERIENCE

SRI TRANG USA

6/2023 - PRESENT

Health Systems Manager – Central

Responsible for exam gloves growth within Vizient IDNs and RCG. Led sales and management team in relationship with several large IDNs. Led several strategic key initiatives to grow organization sales and brand.

CONCORDANCE HEALTHCARE SOLUTIONS

2/2021 – 3/2023

Vice-President -National Accounts

Responsible for all GPO relationships and contracts for med/surg distribution. Led sales and management team in relationship with several large IDNs. Led several strategic key initiatives to grow organization profitability.

AMERICAN CONTRACT SYSTEMS

4/2014 – 2/2021

Vice President – National Accounts

Responsible for working with large IDN's and GPO's, delivering a new custom tray concept to the market, and for business expansion into the west coast from both a sales and operational standpoint.

PROFESSIONAL HOSPITAL SUPPLY

1/2008 – 4/2014

Vice President – Corporate Accounts

Responsible for GPOs and IDN sales while being intricately involved in recruitment and expansion of the sales force. Ensured direct involvement of sales team during implementation of GPOs in large IDNs.

- Negotiated and implemented the only sole source GPO contract at PHS.

CARDINAL HEALTH**10/2001 – 1/2008****Integrated Provider Solutions – Presource****7/2006 – 1/2008***Vice President of Sales-Southwest*

Responsible for new business growth and retention of existing business in the Southwest Region totaling \$188.5M in Presource sales in FY 2006. Accountable for the development and retention of 24-member Region Sales team. Involved with several marketing task forces and was the sole sales leadership member of the Innovation task force.

Pharmaceutical Supply Chain**10/2005 – 6/2006***Health Systems-Director*

Responsible for new business growth and retention in the Southwest Region totaling \$560MM in Health Systems sales in FY 2006. Accountable for development and retention of 14-member Region Sales team.

Corporate Solutions**7/2004 – 10/2005***CS Vice President*

Led corporate initiatives within executive level at hospitals and IDNs in San Antonio, Austin and Corpus Christie area. Involved with all business unit products, services and solutions at Cardinal.

Perioperative Products & Services**10/2001 – 7/2004***Regional Vice President*

Responsible for \$150M in sales for the southwest portion of the United States. This includes responsibility for two managers, three consultants and 25 sales representatives. Direct involvement in strategy for increasing market share.

Region Manager

Responsible for sales in Texas, Oklahoma, Louisiana, and Arkansas. Managed thirteen sales representatives. Involved with compensation task force and GPO task force.

MAXXIM MEDICAL**1993 – 10/2001***Area Vice President of Sales*

Achieved \$210M in sales for the western U.S. while leading sales activity for five regional directors and 70 account managers. Formulated and implemented policies, objectives, and programs to obtain maximum sales and profit. Worked in conjunction with National Accounts to optimize sales growth for major national customers and GPO's. Directly involved with account managers and hospitals to increase market share.

Regional Director

Responsible for sales in Texas, New Mexico, and Colorado; national contracts and integrated health networks.

Account Manager

Sold custom procedure trays, gloves, packs and gowns to hospitals and surgery centers.

- Ranked in the top ten of the sales force
- Developed and trained new sales representatives

JOHNSON & JOHNSON MEDICAL INC.**1988 – 1993***Sales Training Assistant*

Responsible for the sales training of the sales force of JJMI. The main emphasis was on operating room products. Developmental track for field management.

Senior Sales Representative

Sold custom procedure trays, surgical packs, gowns, gloves and sterilization containers. Increased sales in territory every year while being involved in numerous product launches and marketing committees.

- 1988: Rookie of the Year
- 1989: Ring Club, Region of the Year member, Sales Trainer promotion
- 1990: Glamour Trip award

EDUCATION

UNIVERSITY OF TEXAS AT ARLINGTON

1975 - 1980

Academic Major- Marketing

Academic Minor- Business Administration