

DEREK KOZ

Business Applications | Enterprise Sales | IT Strategy & Consulting

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Master sales and growth strategist passionate about building relationships. For over 18 years I have honed and proven my abilities as an innovative visionary, creator, and driver of strategies and business plans. Consistently improved operational performance and revenue growth through a unique blend of sales, logistics, and technology experience. Six Sigma Master Black Belt.

Areas of Expertise

Branding | Sales | Marketing | Communication | Change Management | Leadership | Strategic & Organizational Planning | Process Improvement | Training & Mentoring | Complex Sales Strategy & Negotiations | Staff Development | Transformation Strategy | Solution Design | Process Improvement

Selected Accomplishments

Sold \$7.8 Million (2016) in new Software (SaaS) business, while over-seeing enterprise (\$1B +) accounts. Achieved 110% of SaaS and 131% of On-Premise TOTALING 241% to Budget for 2016.

Helped Monster.com grow into the healthcare arena by working with employers to better target nursing and pharmacy personnel. Analyzed site traffic and job posting content. As a result, Monster's health care market generated unprecedented revenues of \$33.4 Million.

Developed and marketed the Northeast's first Bariatric Transport Program for small emergency medical services company. This gained significant media coverage (CNN/News 7) and record-setting revenues.

Built innovation labs and simulation models within one of the largest health systems in order to educate, negotiate, and close a \$13M deal for medical software company.

Hired in by Stanley Healthcare/AeroScout to salvage \$48M Healthcare Vertical and retain relationships with their key IDN clients (Adventis Health, Kaiser, Tenet). Stabilized relationships and sold over \$6.2 Million in RTLS asset, staff and patient tracking solutions.

Interactions, LLC

2017 - 2018

Vice President, Vertical Sales (Position Eliminated)

Recruited to lead / turn around the tech vertical for a SaaS Artificial Intelligence (AI) start-up. Built pipeline from \$12M to \$67M within 6 months. **Closed \$6.3M in SaaS business within first 3 months.**

Oracle Corporation

2014 - 2017

Application Sales Manager - PRIME

Expanded key (\$1B +) Life Science Enterprise Accounts for Oracle. Lead sales team **2016 - Achieved 241% to Budget | Winner - 2016 Club Award | JD Edwards Top Gun Award Winner.**

Adept Partners

2011 – 2014

Chief Strategy Officer – Sales/Branding/Solution Design & Development

Led record sales growth for stagnate companies and vendors through face-to-face experiential marketing, innovative branding, and strategic technology integration for companies and vendors like Stanley Black & Decker, Maxiom group, AcelRX, and Nova Biomedical.

Corporate Consultant

2003 – 2014

(W2 & 1099)

Assessed the Project Management office of a mid-sized pharmaceutical company. Realigned project portfolio and available resources and reduced project deployment timelines by at least 40%.

Developed “*Patient Transitions*” RTLS Patient Tracking system for a Florida based Innovation Lab.

Built “*Patient Pathways Playbook*” improving OR safety and efficiency standards.

Developed “*100-Day Wave*” programs designed to address productivity issues within 100-Days.

Designed and implemented an order set management process that helped standardize the format and change process for approximately 900 order sets and clinical protocols.

Implemented a competitor intelligence process that provided quarterly reports, which supported the planning and decision making of service line and facility leaders.

Trained nearly 1,700 employees in Lean, Six Sigma, business process improvement, quality and improvement projects.

B. Braun Medical

2002 – 2003

Infusion System Specialist

Led major product launches and developed long-term relations with major accounts

Salvage and subsequently grow a major account: *Caritas Christi Health System*.

Ranked #1 out of 56 representatives nationally by thinking outside of the box.

Achieved a record 297% of infusion therapy sales vs. goal

Schering Plough

2000 – 2002

Field Sales Trainer

Drove territory ranking from 397th to 11th in the nation

Voted ‘Best in the Field’ out of 3200 representatives nationally.

Education / Training

MBA – Healthcare Management

University of Phoenix

Specialized in Team Leadership and General Management

LEAN, SIX SIGMA MASTER BLACK BELT

Norther Lights, Pyzdek Institute, Villanova University

BA - COMMUNICATIONS

GENEVA COLLEGE