

David Day

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SENIOR-LEVEL SALES EXECUTIVE

High Performance sales leader with over 20 years executing value-based sales that propel revenue and profit growth; Proven sales top performer and track record, with ability to “sell across healthcare spectrum” from ambulatory accounts, large accounts (25-100+), RHIOS and hospitals.

Key Account/Client Management • Solution/Consultative selling • Hunter mentality • C- Level selling experience • Gain access to decision makers • Client Relationship Building • Strategic Planning • Revenue & Profit Growth • Forecasting

SALES PERFORMANCE OVERVIEW

Private Consultant (Part-Time)

2013-Current

Private Consultant for Private Employer's for Strategic Planning, Data Analytics, Forecasting, Implementation, Execution & Assessment for Team members to reach High Speed (Highly Self Motivated rapidly approaching maximum Efficacy) Efficiency & Effectiveness. Worked for (2) Companies in Miami, (2) in North Carolina, (1) in Alabama (1) in Boston.

**NAVINET, Inc. Boston, Mass
Director of Strategic Sales**

Sept 2011-2013

Strategic Sales for PM/EMR/payer services and Patient portal, to large physicians groups (25+), Hospitals, and strategic planning to utilize established channel partners, distributors, nationwide;

Established 4M Pipeline in 4 months.

Established channel partner account (500+ accounts) 2M Account.

Closed a (69) Psychiatric Practice in Boston, region. 1.5M Account.

Company sold to /Private White Label scraped

**GMED, INC, Weston, Florida
Regional Sales Director**

2008- 2011 (September)

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Responsible for sales, management of both Southeast regions consisting of (7) States and Western region (5) states in Gastroenterology specific niche for EMR, Endoscopy Report Writer for physicians, ASC, Hospitals. Practice management systems.

- **Finished fiscal year 2010/2011, as “Top Producer”**
- **Finished Historically “best of first year Rep Ever”; 150%+ of Quota**
- **‘Rookie Of Year” (2nd time)**

NETSMART TECHNOLOGIES, Long Island, New York
VP OF Sales, Western Region, San Diego, CA

2007- 2008

Senior VP of West Region. Responsible for 100M pipeline with Quota of 10M+ 4 reps in enterprise sales of client solutions software, HHS, Behavioral health clinics, state, county and community Hospitals.

- **Enterprise deals ranging from minimum of 1.5m- 10M plus.**
- **Led process for 6.9M deal for City of San Francisco.**

MISYS HEALTHCARE, Raleigh, NC
Director of Sales Southern Region

2006- 2007

Director of Sales for southern region for 600 Million division of a 3 billion dollar health care information company that is publicly traded on London Exchange; sold PM/EMR to physician groups and hospitals; Responsible for direct management of (7) Sales reps thru Florida & 10M Quota.

- Increased sales revenue by 47%. .
- Hired and developed 3 new sales reps for Florida region.
- Team in place to make run at top spot for FY 08.

Misys Healthcare, Raleigh, NC

Regional Sales Executive

2005- 2006

- **Ranked # 5** in country out of 85 reps in 2006.
- **Finished 163 %** of quota for year.
- **“Rookie of Year”** nationwide for 2006.

Kersh Risk Management Russellville, AR

2002- 2005

National Sales Executive

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Consultative sales to Senior Executive level (CEO, CFO, COO) of Fortune 1000 companies for cost containment of healthcare expenses, sales of intangible services with regards to risk, utilization and coverage with healthcare providers in long multi- stage consultative sale process (6- 12 months).

- Developed regional and national program from initial start- up to corporations and broker consultant relationships to include large organizations, brokers and carriers within regions.
- Developed and trained sales executives nationally. .
- Average sale range from \$400,000- 3 million dollars plus
- Sold Haliburton, Union Pacific Railroad, Rooms To Go, Hertz, etc.

Previous Sales Experience:

Encounter Notes, INC VAR, FT. Lauderdale, FL • National Sales Executive

NU – Day Snacks, Inc Deerfield Beach, FL • Managing Director
Dymatize Enterprises Dallas, Texas • Sales
Manager
Visual Impulse Tallahassee, FL • Sales Executive

EDUCATION & ACCREDITATIONS

M.S., Communications, Florida State University, Tallahassee, FL
B.S., Psychology, Florida State University, Tallahassee, FL

2007- Harvard Business school listings of Top Executives in Country
2006- Harvard Business certified in Negotiations & Protocols
2005~Green Belt in Lean Six Sigma, Certification
2004~Dale Carnegie School Of Management, Certified
USSF-D—S.O.G. (S.A.D) Classified

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