

## JEREMY LEEPER

**PROFILE** Experienced in both sales and management of Medical Devices in a fast paced and competitive market of Cardiac Rhythm Management. Focused on consistent revenue growth with a mindful eye on bottom line margin contribution. Award winning sales rep and manager who can create a culture of support and encouragement to employees that helps them succeed and achieve their career goals.

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### EXPERIENCE

#### **REGIONAL DIRECTOR—LOS ANGELES COUNTY/HAWAII**

##### **ABBOTT LABS, CRM DIVISION**

2020-Present

Took over the last place region in the company and helped hire top talent and managed out the low performers to help change the culture of the region. Gained access where we were shut out and helped optimize the region for productivity.

##### **ACHIEVEMENT HIGHLIGHTS**

**Sales Performance.** 13% growth in revenue from 2020-2022 and 18% growth in units during the same period. Earned Circle of Excellence Award (Top 5 Region) in 2022, finished 5<sup>th</sup> out of 34 Regions in 2022.

**Contract Review and Negotiation.** Negotiated access to Cedars Sinai Health System over a 15 month negotiation period which gained access to \$6M in potential business as well as participated in numerous RFPs that resulted in always having access for the business and either gained more share or limited pricing erosion. Created several sole vendor contracts with large ASCs

**Provide leadership and expertise** to a team of 28 total reports, four of which are Territory Managers with Direct Reports to them. During my 3 years of leadership, I hired 12 headcount and promoted 2 employees into new roles based on performance. Helped 2 reps earn President's Club (Top 5 in their respective revenue flights) in 2022.

**Internal Corporate Committee Member** for various committees on new product messaging for customers. Created customized marketing plans for key national customers.

**KOL Development** within my region based on my ability to engage and build a relationship during a short tenure in my role.

#### **TERRITORY MANAGER**

##### **ABBOTT LABS, CRM/EP DIVISION**

##### **INLAND EMPIRE, CA**

October 2012-December 2019

**Promoted from Sales Representative to Territory Manager** in April 2014 managed a team of 6 people (1Rep, 5 Clinical Reps). Grew Cardiac Rhythm Management territory from

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\$1.4M to \$2.4M and grew my Electrophysiology territory from \$120K to \$1.3M. Territory cumulative growth 21% and territory plan attainment 135%

**SENIOR SALES REPRESENTATIVE**

**BOSTON SCIENTIFIC, CRM DIVISION**

**INLAND EMPIRE, CA**

May 2006-October 2012

**Promoted from Sales Associate to Sales Representative** in October 2007 and then promoted to Senior Sales Representative in April 2011. During my time I grew my territory from \$1.2M to \$2.8M and achieved sales plan in 4 out of 5 years in the field. I was a recipient of the Tour de Force Award for Plan Achievement in 3 consecutive years (07-09) and was a President's Club winner in 2009.

**Senior Sales Professional**

**Sanofi-Aventis Pharmaceuticals**

**Newport Beach, California**

August 2001 to May 2006

**Professional Sales Representative**

**Nelson Professional Sales**

**San Diego, California**

September 2000 to June 2001

**National Account Executive**

**Priority Pharmaceuticals**

**San Diego, California**

November 1999 to September 2000

**Sales Representative**

**Norwest Financial**

**San, Diego, California**

June 1998 to November 1999

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**EDUCATION**

**1999**

**BACHELOR OF ARTS, SPEECH COMMUNICATION**

**SAN DIEGO STATE UNIVERSITY, SAN DIEGO, CA**

Received athletic scholarship to play NCAA Volleyball and was an Officer in Phi Kappa Psi Fraternity.

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**SKILLS & INTERESTS**

Negotiation • Conflict Resolution • Persuasion • Reading • Cooking • Sports • Hiking • Travel