

Jeffrey Erickson
Parent

Letters of Recommendation Received from:
Jim Lemie
Nathan Harris

Letter of Intent & Resume Attached

Jeffrey W. Erickson
13 Independence Drive
Salem N.H. 03079
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JWErickson@protonmail.com

SUMMARY OF QUALIFICATIONS

Award-winning Medical Device Executive with a proven track record in sales and management. Strategic thinker, team facilitator, and dynamic leader. Quickly adapts to challenging market conditions and effectively manages change. Focused on achieving key short and long-term goals, maximizing revenues, and driving efficiencies across a sales territory. Highly proficient in building and developing strategic, high-level, long-term business relationships with an exceptional competency and penchant for nascent technology start-ups, re-boots and hyper-growth phase companies.

KEY AREAS OF EXPERTISE

Presentation Skills
Cardiology
C-Suites
New Product Launch

Market Development
Converting Business
Value Analysis Committees
Sales Team Training

Disruptive Technologies
Key Opinion Leaders
Surgeon Training
Sales Growth

PROFESSIONAL EXPERIENCE

Apr 18 – Present

OpSens Medical, Inc., Quebec, Canada

Sr. Territory Sales Manager/FST Northeast

Sales to Interventional Cardiologists, Value Analysis Committees and Hospital C-Suites.

- FY22: 26% growth Q2 over Q1, #1 in sales, % to plan, new accounts opened
- President's Club Winner 2021 – Most new accounts, highest U.S. revenue \$1.2M
- President's Club Winner 2019 – Most new accounts opened in North America
- #1 in North America FY2020 % to plan, most new accounts opened
- Pioneered new territory and opened 21 major new accounts
- FY2021 - 1st ever to generate over \$1M in territory in U.S.
- Achieved three year average quota of 145%
- Established nine Interventional Cardiology National Key Opinion Leaders
- Improved Region market share from 0% to 50%
- Selected as FST 2021/2022

Oct 16 – Apr 18

Philips / Spectranetics

Sr. Coronary Manager/RSM New England

Sales of atherectomy peripheral and coronary interventional devices to Cardiologists, Interventional Radiologists and Value Analysis Committees

- FY17: four consecutive quarters of sustained growth
 - Compass Award Winner
 - Achieved over 100% of quota
 - Ranked in top 20 of National Sales Force out of 130
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Jun 14 – Oct 16 **Cardiovascular Systems, Inc., Minneapolis, MN**
Strategic Account Manager Mid-Atlantic Region
Sales of coronary atherectomy and peripheral devices to Interventional Cardiologists

- Ranked #1 Nationally in New Growth in 2015
- Achieved average annual quota of 122%
- Achieved 10 total competitive conversions
- Established four National Key Opinion Leaders
- Improved coronary market share from 0% to over 60%

Jan 13 – Jun 14 **Getinge Group, Rochester, NY**
Senior Account Manager New York City
Sales of capital equipment and disposables for infection control to Sterilization, Hospitalists, Infection Disease Directors, C-Suites and Value Analysis Committees

- President's Club Winner in 2013
- National Rookie of the Year in 2013
- Achieved 185% of quota
- Generated \$13.2 M in total revenues

Jul 07 – Nov 12 **Acclarent, Inc., Menlo Park, CA**
Senior Account Consultant New York City
Sales of Balloon Sinuplasty Devices to ENTs, Otolaryngologists

- Two - time President's Club Winner
- Achieved average annual quota of 116%
- Consistently ranked in top 10 of National Sales Force out of 110
- Generated over \$5M in total revenues

Jan 02 – May 07 **U.S. Surgical, Norwalk, CT**
Sr. Strategic Account Executive New York City

- Three - time President's Club Winner 2004-06
- Generated over \$15M over a five-year period
- Consistently ranked in top 10% of National sales force
- Achieved 130% of quota

June 98 – Oct 01 **ConMed Corp., Utica, NY**
Territory Sales Manager Mid-Atlantic Region

- 1999 Sales Rep of the Year – 164% to plan
- 1999-01 FST; three year average 126% to plan
- 3 time President's Club Winner: Super Bowl 34, Antigua, Las Vegas

MILITARY EXPERIENCE

United States Army 11B, R.O.T.C. and Connecticut National Guard, Ft. Benning, GA 1994-97
United States Marshal Service Hartford, CT Internship Spring 1994

EDUCATION:

University of Connecticut - 1996

Independent Double Major: Psychology B.A., Criminal Justice B.A.

- Activities: U.S. Army ROTC, Judiciary Board of Review, Rugby, Delta Chi fraternity, Student Union Board of Governors, Intramural Sports All-Star

Delta Chi Fraternity University of Connecticut Chapter 1991-96

1996 Connecticut Pride Luminary Award Winner; President; Leadership Award

PROFESSIONAL DEVELOPMENT COURSES:

- Johnson & Johnson Executive Leadership Corps: “Situational Management”, “Applying Strategic Management to Business Development”
- David Allen Company: “Getting Things Done”, “Team Building Dynamics”
- Tyco Professional Excellence: “Presentation Skills”, “Managing Skills”, “Negotiating to Yes”, “Laws of Leadership”, “Good to Great”, “Marketing Insights”

OTHER:

Boy Scouts of America: Eagle Scout Award 1990, Order of the Arrow, God and Country Award

PASSIONS:

Family, Nascent technology companies, Investing, School Board of Trustees, Skiing, Traveling, Hiking



JWE

JEFFREY W. ERICKSON

BOARD MEMBER CANDIDATE

CONTACT

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646.902.7218

RECIPIENT NAME

WINDHAM ACADEMY PUBLIC CHARTER SCHOOL
1 INDUSTRIAL DRIVE WINDHAM, NH 03087

FEBRUARY 13, 2022

Dear Recipient Name,

It is with a full heart and clear mind that I submit my candidacy to you for consideration of Board of Trustee Member. I would be honored to carry the mission forward that all of you have arduously developed and brought to fruition over the past ten years. As a parent and community member, you have my solemn word to entrust it's integrity, and protect the vision you created and to ensure it for future generations.

Originally from the state of Michigan, I was raised in Worcester from age 6-13 and Woodstock, CT through high school and graduated from the University of Connecticut in 1996. I have spent the entirety of my 25 year career in the medical device industry, in which I found my passion and fervor in the building of nascent technology companies, dynamic teamwork, and creating new markets. As each of you are exceptionally successful business people, I am sure you will concur the applicable traits of commitment, dedication, transparency, communication, group problem-solving, and compassion are not enough alone but require a team with trust and shared values.

I am ready to give you and the WA community all I have to offer. I look forward to meeting each of you and carrying on your dream.

With exceptional gratitude, Jeffrey W. Erickson



EMAIL



TWITTER HANDLE



TELEPHONE



LINKEDIN URL