

BILL ORT

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WHAT YOU WANT TO KNOW ABOUT BILL

I'm a sales guy. Have been my whole career.
Always medical devices. Always among the top
5-10% of the team hitting numbers.

The long-suffering Mrs. Ort says we're moving
to Austin, Texas. So that's what we're gonna do
as soon as you call me and add me to the team.

I'm one of the "good guys."
You use Salesforce? I use Salesforce.
Your new messaging? I faithfully deliver it.
New marketing materials? I'm all in, sign me up!

I enjoy my work and my customers. They enjoy
me and, most importantly, trust me.



So whaddya think? We should talk, right? And not a moment too soon. Here she comes!

OFFICIAL STUFF

MTMC, medical manufacturers' rep firm Sammamish, WA
1099 Sales Executive (Pacific Northwest, \$10MM in sales) 01/16 – Present

- **Comp:** 100% compensated on sales. I don't sell, I don't eat.
- **New accounts:** Brought in seven figures worth of new accounts including Providence, Trios, and PeaceHealth.
- **50% lift in leads:** Initiated, sourced, nurtured inside sales program; closing my leads at 90%; a year later, introduced the program to entire US-based organization to the excitement of the sales force.
- **Saved accounts:** Reassured Welch Allyn to keep the at-risk BP cuff business; other examples.
- **Top performer:** Consistently among the top 10 salespersons in the nation.

QUICK MEDICAL, online distributor of medical supplies Issaquah, WA
Western Regional Sales Manager (US government sales, \$1.5MM in sales) 02/14 – 12/15

- **GPO accounts:** Made the Amerinet and MedAssets businesses come to fruition.
- **Candor:** I gotta be honest with you; I joined under false pretenses. It wasn't a good fit.

CARDIAC SCIENCE, a medical device company Bothell, WA
District Manager, (Pacific Northwest, \$1.2MM in sales) 01/08 – 01/14

- **Superstar:** Took the very worst of 18 divisions to third best, including a 20% growth year.
- **Distribution:** Grew our Cardinal business 10x; they said, "Best relationship we've ever had together."

PACIFIC HEALTHCARE GROUP, Sales Rep (East Coast) Auburn, WA 2003 – 2007
ONVIA, Sales Rep (East Coast) Seattle, WA 2001 – 2002
USWEST, Inside Sales Rep (WA, OR, ID) Seattle, WA 1999 – 2000

EDUCATION

MICHIGAN STATE East Lansing, MI
Bachelor of Science, Business and Organizational Communications September 2002