

JIM TAYLOR

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Delivered more than \$475 million in new business during career

Dear Selection Committee:

Whether your company is mature, a start-up or in a high growth mode, I can add immense value to your organization's bottom-line. Guaranteed! As a **Senior Healthcare Consultant** who has been immersed in the healthcare industry for more than 2 decades, I offer you an *unbeatable* record of performance, a visionary approach to strengthen your sales and revenue, a passion for success and a pledge to you that your revenue will soar!

Crazy – no! Passionate and driven – yes! I consider myself to be highly ambitious with an insatiable desire to excel in any endeavor.

I have been involved in Start-Ups, Turnarounds, Mergers & Acquisitions as well as national and international business endeavors and have played an integral role in delivering more than \$475 million in new business revenue during my career. My greatest strength lies in new business development, sales/marketing, sales training, strategic planning, product evaluation and distribution. I am a savvy marketer and my success is based on my business acumen, broad-based experience, creativity, my ability to think “outside the box”, a vast network of industry-wide contacts, an ability to form profitable multi-channel distribution networks and a well-earned reputation for delivering value-added service.

As a true visionary, I am committed to growth and change and am widely considered a “forerunner” in our industry. In 1989 I recognized the necessity for the specialty medical distribution industry to transition to national and global markets and founded a company that subsequently grew to a \$275 million company.

Whether challenged to build presence in new markets, lead sales organizations in highly competitive environments or create strategic marketing programs to deliver rapid growth, I have consistently delivered strong results. Most notably, my contributions including the following:

- **Spearheaded revenue growth from \$7 million to \$20 million** in 2 years for start-up. Negotiated 3-year contracts totaling \$70 million with 4 key clients. Increased new OEM agreements by a factor of 3 in less than 2 years.
- **Launched start-up and propelled annual sales from \$20 million to \$250 million**; developed national network of 23 specialty medical product/critical care distributors.
- **Delivered \$27 million in gross profit** by yielding 28% gross margin versus 12% industry average.
- Acquired 12 distributors that **generated \$147 million in sales** and then assisted in integrating operations.
- **Drove revenue from \$18 million to \$40 million** in 3 years.
- **Captured \$8 million revenue increase as field sales manager**, boosting regional sales from \$2 million to \$10 million in 1 year.

I am confident that my years of success and in-depth knowledge of the industry would be of value to your organization. I would like to meet with you to demonstrate that along with my credentials, I have the personality and horsepower to make a difference in your organization. Be assured your investment of time will be amply repaid.

Sincerely,

JIM TAYLOR