

VINCENT J. LOMBARDO, JR. – MBA

Cleveland, OH ▪ vlombardojr@yahoo.com ▪ (216) 789-8466 ▪ www.linkedin.com/in/vincelombardojr/

SOLUTIONS SALES / CONSULTATIVE SALES / BUSINESS DEVELOPMENT

- Award winning solutions based sales professional
- Leading producer dedicated to customer service
- Uncovers customer pain through problem solving skills
- Consultative, B2B, software (SaaS) & medical device sales
- Solutions sales to key, national and major accounts
- Proven closer in various industries
- Sales territory management
- Consistently increased annual sales by average 18%
- Self-directed, enthusiastic team player
- Strategic new business development
- Strong business acumen
- Negotiated mutually beneficial outcomes with C-Suite, physicians & attorneys
- Account management & retention

DOCUMENTED ACCOMPLISHMENTS (<http://www.vlombardojr.com>)

- WINNER – Rookie Of The Year award - twice named: #1 out of 14 and #1 out of 18
- WINNER – President's Club award trip multiple times: 148% / 113% / 140% / 156%
- RANKED – #1 out of 111 nationwide within first 9 months
- RANKED – #3 out of 10 in region within first 8 months
- EARNED – 5 Major Account competitive takeaways within three months of initial contact
- MANAGED – \$60 million self-made sales pipeline started from scratch

PROFESSIONAL EXPERIENCE

EAG-LED LIGHTING Cleveland, OH

2018 – Present

Sales Executive

Consulting role with a goal to help every customer increase productivity, business, and profit while saving energy, money, and also significantly helping the environment at this \$10M lighting company

- LED lighting sales presentations; prospecting; cost analysis; value proposition; negotiations; closing sales.
- Closed first deal within 2 week timeframe.

ATI NURSING EDUCATION Cleveland, OH

2017 – 2018

Client Executive

Actively worked with nursing school programs across the state of Ohio to help nursing students pass their Board exams, and graduate better quality nursing students using SaaS (Software as a Service) at this \$150M division of Ascend Learning

- Built relationships with new and existing school partners; prospecting; presentations; negotiations; closing sales.
- Documented over 100% of goal at time of departure.

INTELLICENTRICS Cleveland, OH

2015 – 2017

National Account Executive

Recruited by \$30M Reptrax division to help lead the transition to new, cloud based, automated credentialing solution that ensures every person entering healthcare facilities is compliant with healthcare facility policies. Product never released for sale.

- Achieved 100% of goals; SaaS (Software as a Service); Amazon Web Hosted (AWH); healthcare technology
- Self-directed market development to gather lead generation for new business with healthcare administrators and C-Suite to ensure facilities have the latest technologies to promote a safe and secure healthcare experience for patients.
- Sandler Sales Process. Established bonding and rapport to build pipeline for yet-to-be-released product.

M*MODAL Cleveland, OH

2013 – 2015

Regional Sales Territory Manager

\$500M healthcare IT natural language software innovator & Computer Assisted Physician Documentation - CAPD

- SaaS (Software as a Service); proprietary Cloud hosted; performed demos and product training.
- Medical Natural Language Understanding, transcription outsourcing; \$250K - \$500K average deal for 105% of quota.
- Miller Heiman Strategic Selling; New Business Solutions Sales to IT, Rev Cycle, CFO, CIO; \$2M annual quota.
- 9 – 12 months sales cycle of HL7 certified solutions in Ohio, W. Virginia, Kentucky and Western Pennsylvania.
- Enabled C-Suite to lower costs and consolidate vendors by providing complete clinical documentation solutions.

NUANCE COMMUNICATIONS, INC. Cleveland, OH**2011 – 2012****Regional Sales Territory Manager**

\$1.5B IT leader in voice recognition software. Partner of Apple, IBM & 3M restructured after corporate mergers.

- Led sales growth of Dragon Medical 360 products including Medical Natural Language Understanding, transcription software, iPhone applications and discrete data solutions. \$250K - \$500K average deal. 102% of quota.
- Managed \$60M self-made sales pipeline with 9 - 12 month sales cycle in Ohio and KY territories including The Cleveland Clinic, Ohio Health System, UC Health, Parma General Hospital and Elyria Memorial Hospital.
- New business Solutions Sales to HIM, Revenue Cycle, Medical Records, Coding / Billing. Worked with Meaningful Use, ICD-10, EMR / EHR such as Epic, Cerner, Meditech and GE Centricity. \$5M annual quota.
- Taught and worked with C-Suite including CIO, CMIO, CFO, CEO & IT to look at enterprise-wide solutions.

NOBEL BIOCARE, USA Cleveland, OH**2009 – 2010****Medical Sales Account Manager**

\$1B manufacturer of dental implants, medical devices and surgical instruments restructured due to recession.

- Achieved 98% of yearly quota in tough economy and ranked #3 out of 10 in region within first 8 months.
- Organized, managed and grew existing \$1M territory by 9% despite competition from lower priced vendors.
- Managed sales growth of prosthetics and surgical devices to dental specialists. \$15K - \$20K average deal size.
- Taught best practices to surgery centers, oral surgeons and private practice doctors while growing existing customer base. Familiar with surgical protocol, called on large dental groups, trained doctors and staffs.

COSTAR, LLC Cleveland, OH**2007 – 2009****Outside Sales Representative**

\$200M developer of commercial real estate data tracking software.

- Ranked #1 nationwide out of 111 reps within first 9 months by combining sales with product trainings, demonstrations and new business activity along with interpersonal savvy and perseverance. 148% of quota.
- Headed sales growth in both new business and existing accounts. Sold commercial real estate data and tracking software to financial institutions, law firms, brokerage firms and Fortune 500. \$10K - \$15K average deal.

THOMSON DIALOG (THOMSON REUTERS) Cleveland, OH**2003 - 2006****Business Development Executive**

Division of \$9B provider of web portal solutions software for online business news & market research information closed.

- Penetrated new markets and earned major competitive account takeaways like American Greetings, Sherwin Williams, Alcan Aluminum and Smuckers within three months of initial contact. \$20K - \$40K average deal.
- New business and account retention. Worked with CEOs, CFOs, CIOs, Competitive Intelligence & Business Development leaders in \$1M Northern Ohio territory.
- Achieved 100% quota.

PREVIOUS EXPERIENCE**1994 – 2003****Senior Account Executive****CCH, INC (division of \$4B WOLTERS KLUWER) Cleveland, OH****DICTAPHONE CORPORATION (division of \$4B PITNEY BOWES) Cleveland, OH**

- Won Rookie of the Year award in 1995 (156% of quota) and in 1998 (115% of quota).
- Won President's Club trip in 1995 (156% of quota), 1997 (140% of quota) and 2001 (113% of quota).
- Managed and grew \$1M territories in Northeast Ohio by 23% annually. \$5K - \$40K average deal.

EDUCATION & TRAINING

MBA, MARKETING / MANAGEMENT - John Carroll University (Cleveland, OH)

BSBA, MARKETING - University of Dayton (Dayton, OH)

Sandler Sales Training

Challenger Sales Training

Miller Heiman Strategic Training

Professional Selling Skills Training