

# R E S U M E

## MAX COLEMAN

### PROFESSIONAL TITLE

+1 820 752 9754 | www.linkedin.com | linkedin@max.com | South coast, NY, CA, USA

### PROFESSIONAL SUMMARY

A growth-focused executive with 15+ years of experience in B2B IT Sales, B2B Sales, product management, and business development. Adept at initiating increased operational excellence, reducing costs, and supporting challenging business goals across highly competitive environments. Demonstrated expertise in increasing the adoption of standards and best practices to strengthen employee engagement and organizational success.

### WORK EXPERIENCES

#### SENIOR MEDICAL DIRECTOR

St. Joseph Medical Center, California, USA

May, 2017 - 2019

Working in an Ambulatory Surgery Services, my roles include preparing patients for outpatient procedures, taking medical history, ordering tests, prescribing antibiotics as well as monitoring.

- Purpose Driven Business raised over \$21,000+ for animal conservation.
- Develop the Diablo Vegan and Diablo Verde products, leading to acquiring 24+ awards.
- Accomplish 90% success rate for cold calls and achieved 200% of sales goal since inception.
- Website Development for smooth supplies and inventory workflow, generating foot traffic and boosting productivity by 20%.
- Extensive experience in creating pitch decks and presenting to corporate leaders of HEB, Walmart, Fresh Thyme, Albertsons, among other large corporations.

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**Arturo Cuomo**



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