

**SEAN ESQUIRE**

**4332 Midlothian Road  
Bloomfield Hills, MI 48302**

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**REGIONAL SALES MANAGER**

*Specializing in multimillion-dollar profit growth for the health care industry*

**MEDICAL DEVICE SALES / CAPITAL EQUIPMENT SALES**

Top performing B2B sales professional with a 14+ career track record of growing regions and territories for Animas, a Johnson & Johnson company, as well as other entities in the medical devices space. Creative and exemplary leader with a passion for sales leadership, keen business acumen, strong planning and organizational skills and high level of achievement. Proven record of developing sales teams for maximum performance while meeting bottom-line results.

**MAJOR COMPETENCIES**

- Strategic Planning & Execution	- Business Development	- Sales Forecasting
- Territory Analysis	- Process Improvement	- Consultative Selling
- Program Management	- Sales Team Coaching	- Customer Relationship Building
- Negotiations	- Account Management	- Resource Allocation

**PRODUCT EXPERTISE**

*Parental/Ambulatory Infusion Devices ► Insulin Pumps/Consumer Based Products  
Medical Solutions Filtration Devices ► OEM*

**PROFESSIONAL EXPERIENCE**

**ANIMAS CORPORATION, WEST CHESTER, PA**

**2008-PRESENT**

*A Johnson & Johnson company specializing in insulin pumps for diabetes patients. Company offers a first generation automated system for managing Type I diabetes, infusion sets, wireless and manual systems.*

**Great Lakes Regional Manager (2010-present)**

Develop and implement strategic sales plans to attain corporate goals and achieve/surpass sales quota. Oversee sales forecasting and attainment of performance goals. Recruit, hire, train, develop, coach and mentor a total of 10 reports.

- Built territory into a top territory and rapidly advanced to regional manager.
- Mastered *Integrity Selling* and other training courses such as *Leader Manager* since Johnson & Johnson acquisition.

**Record for Plan Rank for the Last Several Years**

<b>2012</b>	<b>2014</b>	<b>2016</b>	<b>2017</b>	<b>2018</b>
101% to plan	103% to plan	117.4% to plan	92.6% to plan	96% to plan
Rank 3 out of 6	Rank 2 out of 8	Rank 1 out of 10	Rank 3 out of 10	Rank 5 out of 10

**Midwest Regional Sales Manager (2006-2010)**

Actively directed sales activities of 10 representatives in the Midwestern and New England regions.

- Led region to revenue growth of \$8 million in insulin pumps in less than two years.
- Expanded territories to seven states: Illinois, Indiana, Iowa, Michigan, Minnesota, Ohio and W. Virginia.
- Accelerated new business development through initiation of corporate account partnerships.

**ADDITIONAL ACCOMPLISHMENTS AND AWARDS**

- Recognized as a sales training leader. Led a series of Wilson Learning “Counselor Salesperson”, “Versatile Salesperson” and strategic selling programs for more than 30 field sales representatives.
  - Built Midwest Region into the #1 revenue producing territory in the national sales organization – delivered in excess of 30% of total corporate revenues.
  - Personally closed four exclusive national sales contracts with major medical providers that generated \$5.2 million in company revenues.
  - President’s Club recipient five years consecutively.
  - Won “Best Trainer of the Year” award six years in a row.
  - Selected as Key Territory Manager of the Mid-West region for Animas after only 1 month of training. The first ever sales associate to be promoted this soon/
  - Recently tapped to take over Director’s role upon his retirement.
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**EDUCATION**

Bachelor of Arts: Communications, Michigan State University