

MASON DIXON

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Professional Objective and Profile

High energy and results-driven Business-to-Business Sales Professional, with a proven track record of success in identifying, developing and managing strategic business relationships. Excellent ability to discover and communicate customer needs. Proficient at reaching and closing executive level decision-makers, as well as effectively influencing all levels of management and personnel.

Seeking a challenging sales opportunity with a dynamic organization, which rewards commitment to excellence, and encourages long-term career growth.

Professional Experience

The MHA Group – Staff Care, Inc., Irving, TX *Physician Sales/Recruiting Consultant*

November '02 – Present

Responsible for consulting, recruiting and staffing for 50+ hospitals throughout the Southwestern United States, in the medical specialties of Anesthesia and Radiology. Chosen to market a territory where previous Consultants had failed, responsible for growing monthly revenue by 65%. Solely responsible for generating over \$4 million in 2003, the third highest revenue among all specialties company-wide.

- ◆ Consistently exceed monthly revenue quota of \$200,000 in contract billing by 140% - 175%.
- ◆ Recognized as company-wide “Producer of the Month” among 30 Divisional Sales Consultants- April '03, August '03, December '03, March '04, April '04, June '04.
- ◆ Identify Hospitals/Organizations in need of contract staffing assistance, primarily through cold calling and prospective client visits. Responsible for obtaining contractual agreement, and negotiating rates and terms of the contract.
- ◆ Manage existing clients and identify opportunities to increase billings and drive new revenue growth.
- ◆ Consistently exceed daily goal of 60 cold calls per day into Hospitals and Imaging Centers to identify new Physicians for contract job opportunities, or new clients seeking contract assistance.
- ◆ Responsible for presenting and selling the opportunities to the Physicians, negotiating rate of pay and terms of the contract.
- ◆ Manage a pipeline in excess of 200 Locum Tenens Physicians nationwide.
- ◆ Manage process of logistics coordination, credentialing, and licensing for providers.
- ◆ Chosen to represent Staff Care at national industry conventions to increase industry exposure, generate new business opportunities, and recruit new providers.

Morrison Supply Company, Carrollton, TX *Industrial Account Manager*

December '01 – November '02

- ◆ Sold plumbing/HVAC equipment to general contractors and builders throughout the DFW metroplex.
- ◆ Responsible for cold calling and prospecting 10-15 new customer appointments per week.
- ◆ Negotiated and quoted new business proposals and project bids. Consistently exceeded average revenue per product sold.
- ◆ Maintained interactive relationship with current and prospective customers, and provided customer support through extensive product knowledge.
- ◆ Assisted and helped create Sales Trainee Development Program for Inside Sales Representatives.

Education

Texas A&M University, College Station, TX
Bachelor of Science Degree