JASON M. FOWLER

Boston, MA 617.645.0386 jasonfowler13@gmail.com

Successful entrepreneurial sales professional with diversified experience in finance, healthcare, and green energy.

**AREAS OF EXPERTISE**

|  |  |  |
| --- | --- | --- |
| *Referral Marketing* | *Sales* | *Customer Relations* |
| *Relationship Management* | *Process Analysis* | *Coaching* |
| *Strategic Partnerships* | *Operational Efficiencies* | *Analytics* |
| *Presentations* | *Entrepreneurship* | *Interpersonal Relationships* |
|  |  |  |

Possess unique skill set living as a paraplegic for 25 years and having completed over 150 road races, 33 marathons, 38 triathlons including completion of 5 Ironman World Championships and won two Ironman World Championships in Hawaii in the handcycle division. I have a proven record as sales professional with an 8 year successful track record in the medical device industry and subsequently a history of relationship building. Recent start up experience has sharpened my analytical skill set and communication effectiveness.

PROFESSIONAL EXPERIENCE

**Saol Therapeutics,** Boston, MA June 2016 – March 2019

*Founder*

* Promote and sell Intrathecal drug delivery via physical therapists, nurses, physicians, patients, and their families across New England states and Rhode Island.
* Increase patient volume at physician practices by developing existing and new referral channels for physician practices
* Execute educational presentations to key decision making persons ranging from entry level persons to C Suite leadership
* Collaborate with Saol team members and our partner company team members to execute mission of helping patients in need
* Attend industry seminars to connect with industry KOL’s.
* Execute administrative duties including meeting planning, expense reporting, referral tracking, mileage tracking, quarterly goal setting and progress reports

**Forever Green,** Boston, MA February 2015 – May 2016

*Founder*

* Created Green Energy Company licensing a technology based in Quantum Science that removes emissions from combustion engines.
* Developed new market for our disruptive technology from the ground up.
* Started 16 Pilot programs with large and small corporations and municipalities
* Attended Green Energy transportation seminars and met and connected with industry KOL’s.
* Operated all aspect of start up including business development/strategy, HR, web design/development, accounting, and taxes.

**Medtronic,** Boston, MA August 2008 – November 2014

*Intrathecal Baclofen Therapy Consultant*

* Promoted and sold Intrathecal drug delivery via physical therapists, nurses, physicians, patients, and their families in Eastern Massachusetts and Rhode Island.
* Relationship and contract development from lower level nursing all the way to C suite meetings.
* Consulted in operating room for surgical implants of baclofen pumps to neurosurgery & pain anesthesia(~85 per yr)
* Executed referral marketing events that promote Intrathecal Baclofen therapy
* Co-responsible for relationship management of physicians and hospital administration at ~ 15 accounts including Tufts Medical, Brigham & Women’s Hospital, Spaulding Rehab, Boston Medical Ctr, Childrens Hospital, Franciscan.
* Exceeded financial sales target in twenty one out of twenty five quarters (Annual target was ~$3.0m)
* Several Sales Achievement Awards over six years as a sales professional including winning single year ITB award and several quarterly consistency awards
* Inspired and educated physician population during key national physician education seminars.

**Medtronic,** Atlanta, GA July 2006 – August 2008

*Core Neurological, Finance Manager/Sales Rep Marketing Assistant*

* Provided financial, analytical and operational input, and support to the Southeast Region management team and sales representatives.
* Identified, analyzed, communicated, and resolved financial issues, which impact achieving business objectives.
* Enhanced sales rep productivity through providing comprehensive operational/financial service including revenue and expense reporting, inventory management, sales forecasting, and escalation of field issues.
* Directed the financial process for the Southeast including annual AOP, business planning, and forecasting,
* Performed ITB specific financial analysis including, revenue performance review, AOP strategic planning and territory analysis, and physician education course evaluation.
* Collaborated with ITB IRF team to develop patient and IRF focused account tracking tools to accelerate new center startup and patient follow-up including, a patient screening/tracking tool and IRF facility tracking tool.
* Marketed Pain and MvD therapies through physician dinners, roundtables, new product launches, and sales rep customer visits.
* Educated patients, physical therapists, occupational therapists, and nurses about ITB therapy as a patient ambassador for the Southeast Region at Medtronic sponsored Movement for Living’s and Focus on Rehab’s.
* Participated in formal sales rep training including ITB therapy and Pain stimulation which has enabled basic clinical and sales process understanding.
* Presented and influenced district managers and reps through financial and operational efficiency presentations.

**Medtronic,** Santa Rosa, CA June 2005 – June 2006

*Vascular, Finance Rotational Associate*

* Supported marketing and direct distribution within the Peripheral Vascular organization

•     Assisted in creating monthly and quarterly business reviews, which involved research and strategic analysis of the P&L.

•     Executed monthly closing duties for Peripheral marketing and direct distribution, which includes obsolescence evaluation, sales reporting by geography, and spending analysis versus the AOP.

•     Performed regular financial analysis of the Peripheral organization and track progress of the ‘Pathway to Profitability’ which includes P&L statement analysis utilized by senior staff.

•     Acting key member of the Bifurcated stent core team, responsibilities include budget tracking, NPV/ROI analysis, frequent partnering with marketing and R&D.

**Medtronic,** Santa Rosa, CA October 2004 – June 2005

*Global Business Solutions, Finance Rotational Associate*

•     Led FY06 AOP process for distribution, customer service, patient services, and strategic sourcing

•     Performed month-end closing duties for forty-two cost centers

•     Prepared monthly and quarterly reporting packages in Business Warehouse and customized excel models.

•     Researched, analyzed, and presented solutions to rectify an inefficient shipping/freight invoice management process.

•     Honed communication skills, learned Medtronic internal policies, and developed key relationships at WHQ.

**Certus Asset Advisors,** San Francisco, CAFebruary 2000 – May 2002

Associate Trader

* Negotiated and influenced terms of Guaranteed Investment Contracts, totaling approximately $700 million in 2001.
* Led rate negotiations for all bond wraps purchased, totaling approximately $350 million in 2001.
* Performed ad-hoc analysis, including profitability model building and duration analysis of fixed income portfolios.
* Prepared quarterly presentations for existing and prospective clients, which included performance calculation used for comparative analysis of individual securities and asset classes.
* Executed sale and settlement of all securities purchased.
* Researched and analyzed Asset Backed securities and Collateralized Mortgage Obligations.
* Supported marketing and credit departments by calculating and analyzing investment return figures.
* Led efficiency task force in investment department, and completed several trading automation processes improvements.

EDUCATION

**Boston University Graduate School of Management**, Boston, MA Graduated May 2004

Degree: MBA, Health Care Management Program and Finance concentration

Activities: President of BU Health Care Management Club, Biotech Club member, Co-founder BU Triathlon Club

Northeastern University, Boston, MA June 1997

Degree: BS, Business Administration

Dual Concentration:Finance, International Business

Completed 6-month internship at Liberty Funds as a 401(K) Service Representative.

**University of Illinois at Champaign-Urbana,** January 1994 – December 1995 Concentration: Business/Finance, Activities: Varsity track and road racing team, Commerce Club

**PERSONAL ACCOMPLISHMENTS AND PASSIONS**

* 2009, 2016 Ironman Hawaii World Champion and 2012 Half Ironman World Champion.
* Completed thirty-eight triathlons including seventeen half Ironman’s
* Completed thirty three major marathons, including seventeen Boston Marathons.
* Won 8 New England Motocross Racing Championships, 1980-1991.
* Mentor adult and youth athletes interested in wheelchair sports in US, China, Greece
* Design and fabricate handcycles and wheelchairs for personal use as a hobby
* Certified Health and performance Coach