

Jason A. Hamilton

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BUSINESS RELATIONS & SALES MANAGEMENT LEADER

Building High-Performing Teams to Drive Revenues for New & Repositioned Business Divisions **Advancing Client Relationships | Strengthening Patient Education**

Accomplished and agile Market Strategy Executive with proven experience in identifying, analyzing and exploiting market opportunities within a variety of organizational structures and corporate development stages. Results-driven business partner and team builder with demonstrated, repeat success in developing successful teams and organizations. Creative and multi-disciplinary executive renowned for identifying cryptic connections among players from various environments using multi- and cross-disciplinary approaches to deliver innovative solutions. Proven leader with outstanding relationship building skills, strong communication abilities and exceptional emotional intelligence that excels in matrix and hierarchical structures.

- **Business, Marketing & Product Branding Strategy**
- **Plan Formulation & Results-Generating Execution**
- **Change Management & Resource Allocation**
- **Quality Control, Process Audit & Logistics**
- **Distribution Channel & Client Relations**
- **Business Trend Identification & Forecasting**
- **Talent & Performance Management**
- **Fiscal Accountability & Goal Achievement**

ARMSTRONG THERAPEUTICS, INC., Baltimore, MD

2006 – present

A biotechnology firm specializing in emerging neurological therapies for nervous system disorders with a \$1.4 Billion market capitalization.

Business Relations Director (October 2010 – present)

- Appointed to create a new position to grow select regional accounts using customized business solutions integrating managed care, specialty pharmacy distribution, marketing, legal and sales management areas to improve service delivery.
- Lead grassroots advocacy and expand effectiveness of product message within the healthcare practitioner community, key industry organizations, internal corporate audiences, local communities, government agencies, insurance companies and non-profits.
- Anticipate trends and remain abreast of current scientific and industry knowledge to formulate strategies and implement plans creating opportunity, capitalizing on market shifts and driving market penetration.

Area Business Manager (October 2006 – October 2010)

- Led a four-state business region with market analysis, strategy development, initiative deployment and fiscal goals setting.
- Grew entire business unit's average dollar volume of sales 347% from 2006 to 2009.
- Selected by leadership and peer group to spearhead several key corporate projects, such as developing departmental performance metrics, devising customer relationship management systems and introducing a corporate values program.
- Received the Winners Circle Award for expanding the top-ranked business unit by 32% in US Sales in 2010 and placing first in sales among Area Business Managers.
- Ranked 4th for total market share in 2010 with a significantly reduced and restructured product territory from year prior.
- Awarded # 1 Area Business Manager, National Highest Capsule Dollar Volume and National Highest Market Share Awards in 2009 and exceeded \$3.2 MM in US sales during this economically challenged period.
- Exceeded goal by 16% achieving top ranked business unit in Eastern region in (116% of goal) for 2008 and 2007.

EMECLEX, INC., Charlotte, NC

2004 – 2006

A start-up, privately owned, medical software technology company developing clinical trial development solutions.

Manager, Business Development

- Cultivated marketing strategy and identified best use of human capital resources to deliver customized client solutions.
- Successfully generated company's first sale valued at \$50,000 within six months of launch.
- Built a pipeline exceeding \$7 MM in premier medical centers and government agencies within first year.

IMMUNIMED, INC., Reston, VA

1996 – 2003

A start-up Biotechnology firm specializing in Infectious Disease therapies acquired by TetraNyma in 2006 for \$14.4 Billion.

Senior Clinical Marketing Manager

- Pioneered the launch of three novel drugs utilizing entrepreneurial business development and built a top-performing interdisciplinary team consisting of multiple divisions and co-marketing partners.
- Devised a traditional and social marketing strategy to expand current customer base. Managed team effectively by instilling a diagnostic approach to fiscal and business management that prompted appropriate solution development.
- Led nation in exemplary payer relations and policies for managed markets and government affairs.
- Ranked in the top three of forty business units in combined sales each year from 1996 to 2003.
- Generated \$27MM of company's \$600MM gross sales in 2003 (over 4% of gross revenues for company).
- Drove the business unit growth rate to exceed 25% annually for nine years.
- Received the following awards during tenure:
 - Outstanding Sales Achievement Awards (1996-2002)
 - Chairman's Award (2000)
 - Region of the Year Award (1996-1999)
- Attained Medicaid guidelines for first of class drug, which eventually became national standard for the firm.
- Facilitated public policy changes in Virginia and North Carolina resulting in 10% decrease in infant infection rates.
- Created Infant Wellness Program/Public Health Initiative that was adopted by 72 pediatric centers nationally.
- Established globally recognized program through partnership with Johns Hopkins Comprehensive Transplant Center.

HEALTHSAGE, INC., Washington, DC

1993 – 1995

A multi-divisional medical device manufacturer that has currently grown to 11,000 employees and offices in 90 countries.

Senior Sales Representative

- Launched new combined division while restructuring existing product line that generated \$17 MM in sales annually.
- Exceeded 100% to goal in all product categories annually. Rose from 28th to 7th out of 30 in nine months in initial year.
- Developed focused business plan aimed at hospital accounts and distributor relationships; created strategic relationships with targeted health care systems and negotiated comprehensive contracts.

EDUCATION

KELLOGG SCHOOL OF BUSINESS, NORTHWESTERN UNIVERSITY, Evanston, IL, MBA

UNIVERSITY OF KENTUCKY, Lexington, KY, BS - Major: Interior Design & Architecture, Minor: Business

PROFESSIONAL MEMBERSHIPS/ACTIVITIES

Health Care Businessman's Association 2009 – Present

National Multiple Sclerosis Society 2006 – Present
- Volunteer/Team Captain for annual MS Walk events

SKILLS

Microsoft Office: Word, Excel, Access, PowerPoint and Outlook; CRM Systems; Proprietary Drug Distribution Systems
