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OBJECTIVE

Leveraging comprehensive experience with strong customer and internal relationships built in a high performance fast-paced sales organization to create innovative programs that drive broad results across multiple sales teams.

PROFESSIONAL EXPERIENCE

Stryker Corporation

National Strategic Account Manager, Navigation

June 2002-Present

January 2011-Present

Strategic Objectives:

- Design/Develop a newly created role for division, heavy focus on Spine
- Utilize & Expand Key Relationships to drive results
- Drive Cross Divisional Collaboration & Sales Results
- Create Broad Teaching Institution Strategies & Programs
- Provide guidance for GPO/IDN Divisional Strategy
- Involvement in Key Customer Events

Performance:

- Spine Navigation
 - 2011 - 99% growth, 2012 – 20% growth, 2013 – 59% YTD growth
- Cross Divisional Results
 - 2012 – 7 Cross Divisional deals closed total \$38M in total sales
- Teaching Institutions
 - 2012 - 3 New Accounts (12+ graduates/yr trained)
 - 2013 – 3 New Accounts YTD (10+ graduates/yr trained)
 - 2013 – Created new role for Division, Key Account Specialist
- GPO / IDN Victories 2013
 - Sole Source Agreement Novation (while improving pricing)
- Integral in design, improvement of Advanced Customer Experience program

Sales Manager, Spine Division Chicago, IL

April 2008-December 2010

Strategic Objectives:

- Develop young, talented team competing in challenging market
- Enhance professional selling skills of team to drive revenue objectives
- Motivate team to achieve aggressive targets, take market share
- Attend/Utilize Gallup Great Sales Manager Program
- Lead Negotiator on several key Spine contracts

Performance:

- Hired 7 new team members < 2.5 years, created new Hybrid
- 2008 – 20% Team Growth (WW market growth +13%) \$800K growth
- 2009 – 93% PTQ, 20% Growth (WW market growth +10%)
- 2010 – 91% PTQ, 10% Growth (WW market growth + 2.4%)

Sales Representative, Instruments Division, Chicago, IL October 2004-April 2008

Strategic Objectives:

- Surpass Sales Quota for Instruments Division 2004-08, NSE 2006-08
- Develop superior relationships with key decision makers
 - Surgeons, C-level, OR Management, SPD
- Regional Sales Trainer – Train/develop new reps 2006-2007
 - Strategic selling development
 - Presenter at National Sales Training class/Advanced Course

Performance:

- 2004 – 136% PTQ, December MTD/YTD
- 2005 – 114% PTQ, 42% Growth, \$2.5M Sales
 - Placed 1st Neuro Navigation system in Chicago market
- 2006 – 106% PTQ, 27% Growth, \$1.1M Sales in Neuro Spine ENT market
 - 1 of 9 reps (out of 70+) to surpass dual quotas
- 2007 – \$1M Sales in Neuro Spine ENT market
- 2008 – 100% PTQ, 22% Growth thru April 2008
- Presidents Breakfast 2004, 2005, 2006

Associate Product Manager, Instruments, Kalamazoo, MI June 2002-2004

Strategic Objectives:

- Drive Power Tools sales to exceed \$201 million in 2004
- Develop effective relationships throughout entire business unit
 - Sales, Marketing, R&D, Customer Service, Manufacturing
- Responsible for the full scale launch CORE platform to reps, 2005

Republic Beverage Co.
Sales Representative, Off-Premise

Grand Prairie, TX
May 2001-May 2002

Strategic Objectives:

- Manage company products within accounts to meet distribution goals
- Drive market share through reduction of competitor shelf space

Performance:

- 4 consecutive quarterly quotas reached on key/priority brands
- Responsible for building a Flagship account for largest suppliers

SALES TRAINING / PERSONAL DEVELOPMENT

- Gallup Great Sales Manager Program
- Leadership / Management courses at Stryker
- Stryker Sales Force – 11 years refining skills amongst industry's elite performers
- D.E. Jones Sales Representative Skills Program (Dallas/Ft. Worth)

EDUCATION

Oklahoma State University
Bachelor of Science, Marketing

Stillwater, OK
May 2001