

JILL B. MACIAG

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PROFESSIONAL EXPERIENCE

ANSELL, Iselin, NJ

Manager Channel Development

12/18 - Present

- ✓ Build strong and sustainable relationship at an executive level with customers on a day to day basis
- ✓ Find creative solutions in contract negotiations and facilitate discussions in order to drive profitable growth
- ✓ Facilitate, lead, develop and implement service solutions related to current and new business activity in collaboration with internal business partners, stakeholders and customers
- ✓ Manage the contracts and sales programs of each customer to ensure compliance
- ✓ Lead cross-functional meetings to determine customer and product needs, review product orders, fill-rate issues with deliveries, and other potential liabilities
- ✓ Adhere to operational metrics to ensure efficient quality, cost, delivery and service
- ✓ Act as a trusted advisor for customers, proactively identifying opportunities to address the customer and company's objective

AMERICAN MEDICAL DEPOT, Miramar, FL

Director of Strategic Accounts

07/15 – 12/18

- ✓ Produced 16% growth by managing top level relationships with key customers and vendor partners totaling \$300M; including acute, surgery centers/physician offices, government and group purchasing organizations
- ✓ Identified, negotiated and managed marketing and vendor contracts with customers and vendor partners that provided additional margin to the company
- ✓ Created 14 marketing programs that drove sales and promoted preferred products
- ✓ Increased market share, product awareness and sales by 10-15% by implementing new product launches and creating marketing and sales activities, including sales modules, co-label sell sheets and web banner ads
- ✓ Established metrics to analyze and track financial and operational performance of partner programs through scorecards and term improvements
- ✓ Managed a staff of 2 managers responsible for mid-level medical manufacturers

ASO CORPORATION, Sarasota, FL

Director of Sales

08/12 – 07/15

- ✓ Produced double digit growth year over year between 12-18% by managing sales and strategy for medical distributors and retail corporations, including Canada
- ✓ Handled a total account responsibility of \$37M
- ✓ Negotiated preferred sales and private label programs with major medical distributors and GPOs for companies such as: Henry Schein, Cardinal Health, NDC and Intalere
- ✓ Conducted line reviews, planogram resets and five new product launches with major retailers including, Walgreens, Topco Associates and Target U.S./Canada
- ✓ Managed staff of 6 sales representatives responsible for key customer accounts

MEDLINE INDUSTRIES, Mundelein, IL

Director of Vendor Relations

08/08 – 7/12

- ✓ Managed corporate relationships for over 1000 manufacturing companies in the hospital, long term care, physician office and lab markets to develop and improve existing relationships, support mutual sales initiatives, and gain additional funding for the company
- ✓ Supported sales growth from \$500M to approximately \$1.5B by driving additional distribution opportunities and negotiating new vendor agreements and marketing programs

- ✓ Generated an average program growth of 11% by overseeing the program marketing activities including initial product launch, sales rep training and commission plan, direct mailings, and customer conversion opportunities
- ✓ Negotiated and implemented all contracts, operational scorecards, and annual company terms and conditions
- ✓ Managed a team of 8 managers that were responsible for growing sales and partnerships with a portfolio of medical and laboratory manufacturers

ENTURIA, Leawood, KS

Manager of Channel Marketing

02/07 – 08/08

- ✓ Increased sales leads by an average of 11-15% per program by negotiating marketing contracts with channel partners
- ✓ Created and implemented marketing strategies and programs to maximize company partnerships with distribution, IDN, OEM, government and GPO customers to drive sales growth, increase market share, and improve product exposure to sales reps and customers
- ✓ Developed advertisements, mailings, promotions and sales spiffs by channel to increase product awareness

CARDINAL HEALTH, Waukegan, IL

Manager of Supplier Relations

09/99 – 02/07

- ✓ Managed the relationship between 20-30 medical manufacturers to develop and improve existing relationships, support mutual sales initiatives, and gain additional funding for the company
- ✓ Generated approximately \$300 - 400M in revenue by negotiating over 40 new and existing supplier contracts
- ✓ Managed a staff of 3 managers that were responsible for medical programs

EDUCATION

- ✓ Bachelor of Arts in Communication
Loyola University Chicago

PROFESSIONAL ORGANIZATIONS & VOLUNTEER ACTIVITY

- ✓ Health Industry Distributors Association (HIDA), Channel Partnership Council – Member
- ✓ Literacy Council of Sarasota - Tutor
- ✓ Sisterhood for Good Sarasota/Manatee – Board Member
- ✓ Tidewell Hospice – Hospice House Volunteer