**IVAN KOREMBA**

**NY Metro/Northeast**

**(908) 553-5843**

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**OBJECTIVE**

I am a competitive, top performing, experienced sales professional and leader with a proven accomplished track record. I am looking to take my 12 plus years’ of sales experience & acquired skill set to acquire a position within your organization.

**EXPERIENCE**

**Healthcare Transformational Consultant (2023 – Current)**

MEDICUS IT – Alpharetta, GA

- Sell Medicus’ Full-Service Healthcare IT Managed Services Solutions

- Access customers’ needs & security posture and suggest appropriate solutions

- Cybersecurity, HIPPA Compliance, EHR Optimization, Hosting & Cloud Services, Communications

- Prospecting, Presenting Suite of Services, Assessment, Solution Recommendations, Implementation

- Total Team Sell

**International Account Executive (2022 -2023)**

MAINFREIGHT Inc. - Elizabeth, NJ

- Sold International & Domestic Freight & Global Supply Chain Logistics Services

- Prospecting, presenting services, quoting, closing, onboarding, managing and growing account activity

- Leadership role including mentoring young sales team

- Teaching and helping sales team with sales processes and sales cadence

**NY Metro Account Manager (2021 - 2022)**

PRN (Physician Recommended Nutriceuticals) - Blue Bell, PA

- Sold to and clinically trained MD’s ,OD’s and staff on portfolio of products

- Portfolio of Nutriceutical Supplements for Dry Eye, AMD and Diabetic Retinopathy

- Training Doctors and office staff on our recommendation process, web apps and inventory process

- Hosting Dinner, Lunch and Virtual Webinar Educational programs

**Northeast Area Sales Manager & Clinical Specialist (2019-2020)**

IRIDEX - Mountain View, California

- Sold multiple Glaucoma & Retina Capital Equipment Systems & Disposables

- Sold to Clinics, ASC’s, Hospitals & Teaching Institutions

- Installed and serviced equipment

- Was in the OR for equipment and clinical procedure training for MD’s, techs & nurses

**Northeast Regional Area Manager (2017- 2019)**

ELLEX I-TRACK, Fremont, California

- Sold MIGS surgical system, which included an iLumin Capital Device and Disposable I-Track Catheters

- Procedure was Ab-Interno Canaloplasty which is indicated for all stages of Glaucoma

- Performed on Phakic & Pseudo patients by Glaucoma Specialists and Comprehensive Ophthalmologists

- Sold surgical system to Doctors, Hospitals & ASC’s as well as being a clinical specialist & trainer

- Spent time in OR training & in clinics developing new business

- Managed all NY state, NJ & Connecticut

**Account Executive (2012 -2017)**

COOPERVISION, Fairport, New York

- Managed $5.5 million Northern New Jersey Territory

- Managed private & corporate, OD & MD accounts

- Grew sales through clinical product selling vs. competition & offering industry & business consulting

- Most extensive and custom product line in the industry including multiple value-added services

**Practice Development Manager & Peer Assisted Leader (2006 - 2012)**

GENERAL ELECTRIC / CARE CREDIT, Costa Mesa, California

- Managed, maintained & developed business via organic growth & acquisition in dental & vet markets

- Educated doctors & staff on promoting our financial services to patients & properly use software

- Added value through consultative selling about industry trends, marketing ideas, selling techniques

- Helped practices grow business, reach production goals, increase Tx acceptance & incentivize staff

- Assisted in preparation, operation & participation of industry trade shows, conventions & study clubs

**Account Manager (2003 - 2006)**

GALLO WINE SALES OF NJ, Elizabeth, New Jersey

- Develop and maintain business with product placement, marketing & sales of extensive product line

- Build strong relationships with accounts & assist them in their sales & marketing campaigns

- Sell new products and/or upgrade existing product lines through creative marketing campaigns

- Meet with decision makers to promote & sell product & to negotiate pricing & marketing strategies

- Conduct promotional activities and merchandise accounts accordingly

**SKILLS**

Languages: Fluent in English and Spanish

Sports: Div 1 Collegiate Soccer

Professional: Leadership, Creativity, Results Driven, Customer-Centric, Coachable,

Technology: Microsoft Office, iWork, AI, CRMs, Video Conferencing , Extensive IT knowledge

**EDUCATION**

Saint Peter’s University, Jersey City, New Jersey

R.M.I.T. University, Melbourne, Australia

Bachelor of Science

Major: International Business and Trade