
TRAVIS POTTER

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PROFILE OF QUALIFICATIONS

5 years of growth and experience in EMS disposable and capital software sales, territory strategy and business management backed by more than 10 years of promotion through the Fire and EMS ranks. Self-directed, assertive, embracing challenge and risk; broad knowledge of health-related issues, safety protocol, crisis intervention, program management, and compliance. Key areas of strength include:

- Presidents Club 2020
- sales and marketing
- territory strategy
- training and mentoring
- team focused
- safety/compliance
- salesforce experience
- relationship building
- evidence-based EMS
- seeking coaching & training
- electronic medical records
- data-based decision making
- leadership
- clinical communication
- global travel
- confidentiality
- speaking before groups
- time management

Compatible with individuals of varied ethnic, cultural, and socioeconomic backgrounds. Excited for on-job travel.

EMPLOYMENT HIGHLIGHTS

ESO

2018 to Current

Regional Account Manager WA, OR, AK, ID, MT, WY, UT

Covering an expanded territory after my Bound Tree experience I was excited to progress in my career to selling complex software modules in a capital sales cycle to focus on sales skills. With a strategic account focus and high level engagement focusing on medical direction as well as exception coaching from the performing reps I am proud to have accomplished over a million dollars in sales in 2020 by building a robust and resilient pipeline with a set of strong fundamental sales skills. #2 RAM in 2020 making presidents club 15% over plan.

BOUND TREE MEDICAL

2016 to 2018

Account Manager WA, AK, ID & Paramedic

Embedded myself into the operations of 230 accounts totaling over two million in gross sales. Responsible for introducing new products, flipping currently used items to our brand and creating net new business by identifying and alleviating the customers pain points. By making myself available to all divisions like training, MD medical directors, logistics, operations, and purchasing I have responded quickly to any requests and followed up to close sales, provide product demo's and add value by presenting training and in servicing. I have gained trust as a clinical advisor and grown sales by 8% over the last year.

KLICKITAT COUNTY EMERGENCY MEDICAL SERVICES

2013 to 2016

Paramedic

Treated, stabilized, and transported patients in urban and rural settings, conducting assessments, triage, and advanced life support activities. Trained EMTs and paramedics; collaborated with medical professionals in field, clinics, and hospitals of varying sizes. Led drills for up to 30 personnel. Attended WGU pursuing BS while full time.

SAN JUAN EMERGENCY MEDICAL SERVICES & LOPEZ FIRE

2010 to 2013

Quality Officer/Paramedic/Fire Captain

Responsible for both quality assurance and quality inspection, reviewed and modified policies. Was part of team evaluating sepsis protocol after purchase of a lactate monitor in 2011. Reviewed calls to determine how many patients should have been administered lactate tests in field. Developed checklist and improved compliance by 25%. Trained providers on equipment, procedures, quality protocol, etc.

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NORTHERN LAKES FIRE DISTRICT, Hayden, ID

2008 to 2010

Firefighter/Paramedic

Responded to calls for all-hazard response agency, handling services for wildland and structural fire suppression, hazardous materials management, rescue, MVAs, and water incidents. Rapidly promoted to high-level responsibility as "North Medic," working independently as sole ALS resource for outlying agencies and sole paramedic on scene.

PROFESSIONAL CERTIFICATIONS

Firefighter: Structural and Wildland
Fire Instructor I
ACLS Experienced Provider, PALS, NRP, PHTLS
EMS Instructor/Evaluator

EDUCATION

Master of Science: Management and Leadership, 21 credits complete 10 remaining WESTERN GOVERNORS UNIVERSITY	2020
Bachelor of Science: Business Marketing Management WESTERN GOVERNORS UNIVERSITY	2016
Associate in Applied Sciences: Paramedic LANE COMMUNITY COLLEGE	2007

INTERESTS & ACTIVITIES

Avid Traveler both international and in the PNW
Kiteboarder
Paraglider Pilot
Skier (Former Ski Patrol)
Ironman Finisher
Bagpiper with Coeur d'Alene Fire Pipes and Drums

REFERENCES

Dr. Marvin Wayne: 360-303-2715
- A man who needs no introduction

Joanna Hallet: 512-550-7150
- Senior RAM, #1 Rep, first to hit 1M in annual sales, mentor, friend

Ed Draper: 231-735-5078
-Friend and Bound Tree colleague hired together, presented together mapping tool at BT Sales Kickoff

Richard Hollingworth: 317-801-1194
-VP of Sales @ Pulmodyne, mentor from day 1 at Bound Tree
