

Zane Huber

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OBJECTIVE

Sales and Account Manager professional with experience in healthcare IT, EMR, PM, diagnostics, medical devices, and life sciences from the broad perspectives of sales, upstream and downstream marketing, business process improvement, and backed by a robust Master's level science education. Uniquely recognized for generating a strong customer base from a blank sheet of paper, thriving on recovering and enhancing prospect and client relationships. Seeking a commission-based sales position in the medical device industry.

WORK EXPERIENCE

October 2020-
Present

Client Sales Executive
CompuGroup Medical US
Dallas, TX

Sales Representative for CompuGroup, an organization that develops, sells, and implements Electronic Medical Record, Practice Management, and Revenue Cycle Management solutions.

- Made largest single sale out of team in 2023 at 85k, 3rd largest single sale among all representatives
- Sold 2 Multi-year contracts resulting in \$723k
- Million Dollar Achiever Award, 2022
- Develop meaningful relationships with customers to encourage trust and loyalty for inside sales
- Follow up on cold and warm leads to further sales process

April 2013-
September 2020

Project Manager
CompuGroup Medical US
Dallas, TX

- Plan, organize, and direct the activities of professional, technical, and/or administrative personnel (both employees and clients) in the implementation of Aprima products
- Project initiation, project planning and estimating, monitoring progress and status reporting, project scheduling tracking and control, issues and risk management, controlling project scope, and change management
- Act as a liaison between all project stakeholders by tracking, managing, and integrating project plans and other documentation to realize corporate goals and objectives
- Ensure timely project completion, within scope and budget with effective documentation

January 2012-
October 2012

Sales Coordinator
Plexon Inc.
Dallas, TX

Plexon is a company that specializes in the development of innovative multichannel data-acquisition equipment and analysis software for systems neuroscience research.

- Provide command center assistance for the global sales team as needed by owning and executing order entry process
- Communicate with customers and manage relationships in cooperation with sales team
- Monitor and identify delayed orders and propose options to get orders out the door
- Assist in the development of sales tools, collateral, marketing materials, and technical documentation
- Serve as bridge between the sales and marketing team and manufacturing of hardware and software

2010- 2011

Director of Business Development, iHeart Cardiac and Vascular Imaging
Chase Medical
Dallas, TX

Chase Medical refers to a family of innovative medical device and diagnostic software companies including Chase Medical (cardiac surgical equipment), iHeart Cardiac and Vascular Imaging (cMRI imaging center), Cardiom (MRI post-processing software), and Mentis (pediatric MRI coils and post-processing software).

- Build a network of referring cardiologists from a blank sheet of paper
- Facilitate the evaluation of an innovating cloud-based PACS system
- Development of the patient experience and diagnostic procedure workflow
- Lead electronic branding including content, graphical layout, and web designer management
- Actively participate in the facility accreditation process

2010- 2011

Director of Product Development and Market Analysis, Mentis
Chase Medical
Dallas, TX

- Assess market and establish initial contact with pediatric cardiology and radiology luminaries, establishing first formal advisory partnerships advancing company image, product advancement and clinical workflow study development

- Led company into first downstream marketing trade show, designed booth, and developed marketing materials generating approximately \$16 million of potential first year business
- Lead upstream development of initial MRI coil and patient elevation system accessories from ideation through prototyping while managing vendors, timelines, and internal development

2008- 2011

Market Development Coordinator, Chase Medical and Cardiom
Chase Medical
 Dallas, TX

- Manage 60% of national accounts, including the company's only \$1 million customer
- Expand referring physician network 95%
- Grow MRI scans by 165% and procedures 93% resulting in a 225% increase in revenue
- Responsible for customer training following installations of new systems and upgrades

2008- 2011

HEMMO BOSSCHER, M.D. Pain Management Practice
Clinical and Business Assistant
 Lubbock, TX

- Manage and performed a seamless electronic medical record (EMR) implementation
- Design and executed strategies to improve practice workflow increasing revenue
- Obtain vital signs, collected patient history, conducted patient management post procedure, and other activities to support patient visits

2008- 2011

CLINTON C. MACDONALD, PH.D
Medical Research Technician IV
 Lubbock, TX

- Performed pre-clinical research as part of a Master's degree program determining the level of expression of CstF-64 RNA in mouse and rat tissues including the analysis of antibodies and protein immunoblot assays, RNA blot analysis, RT-PCR, qRT-PCR
- Published in a peer reviewed journal; Huber Z, Monarez RR, Dass B, MacDonald CC. The mRNA encoding tauCstF-64 is expressed ubiquitously in mouse tissues. Ann N Y Acad Sci. 2005 Dec;1061:163-72.

EDUCATION

Texas Tech University Health Sciences Center, Lubbock, Texas
 Masters in Biotechnology

- Gamma Beta Phi Honors Society

Texas A&M University, College Station, TX
 Bachelor of Science (BS) in Medical Science

PUBLICATIONS, CERTIFICATIONS, AND AWARDS

- Huber Z, Monarez RR, Dass B, MacDonald CC. The mRNA encoding tauCstF-64 is expressed ubiquitously in mouse tissues. Ann N Y Acad Sci. 2005 Dec;1061:163-72.
- Z, Huber; T. Camp,MD; V. Mamlock, MD; M. Bertnam, and R.J. Mamlok, MD. The relationship between asthma and immediate hypersensitivity to grain pollens in a rural population in west Texas. Ann Allergy Asthma Immunol. 1998 Jan; 80(1): 117.
- Award Winning Scholarship recipient for Excellence in Research and Poster Presentation
- President's Club Member 2015 with Aprima Medical Software
- Project Management Professional (PMP) Certification
- Project Manager of the Year First Runner Up from Project Management Institute (PMI) Dallas Chapter
- Certified Scrum Master