

# Randall William Dodd, BSN, RN

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**Award-winning medical sales professional and Bachelor's Degree RN, with a track record of exceeding quotas and developing a loyal customer and referral network. Combines consultative medical sales expertise with customer focus to repeatedly advance organizational goals and reputation.**

## **CORE COMPETENCIES**

- Consultative Sales • New Account Acquisition • Market Share Growth • Medical Education/Teaching • Presenting

CRM Tools • Client Management • Problem Solving • Negotiating & Influencing • Product Management  
Employee Management & Mentoring • Managing Different Client Types • Cross-Functional Collaboration

## **PRODUCT EXPERIENCE:**

Respiratory Assist Devices • Oxygen Systems • DME • Prescription Pharmaceutical Product  
Wound Care Medical Device • SNF / Rehab / LTC • Home Infusion Services • Home Health Services

## **WORK EXPERIENCE**

### **MAXIM HEALTHCARE**

**2021 - 2022**

Covid Relief RN/Travel RN - Sevierville, TN

- Provided COVID-19 education, vaccination and testing in a fast-paced public health environment
- Screened patients for COVID-19 symptoms

### **SAVA SENIOR CARE**

**2020 - 2020**

*Clinical Transition Advisor – Territory: Knoxville and Eastern Tennessee*

- Marketing Skilled Nurse Facility/Rehabilitation and Long Term Care services to hospital Case
- Coordinated and advised Case Managers, patients and their families regarding transition from hospital/home settings to SNF/Rehab/LTC
- Reviewed patient charts/records/labs and orders to insure provision of needed and therapeutic care for patients after transfer to facility while coordinating staff to meet medical needs of the patient.

### **A PLACE FOR MOM**

**2017 – 2019**

*Healthcare Account Executive - Territory: Knoxville, Chattanooga, Tri-Cities*

Sold Senior Living Advisement Services to Physicians, Nurses and Discharge Planners to assist patients and families in making effective decisions regarding residential options and personal care

- Expanded customer base to include all hospitals in East Tennessee and larger Skilled Nurse/Rehabilitation facilities
- Educated physicians, discharge planners and potential clients on the benefits and value of solutions
- Multiple Rookie and Tenured Honor Rolls for leading referral volume
- Salesforce CRM proficient

### **CONTINUUMRX**

**2016 - 2017**

*Infusion Account Executive - Territory: The Eastern Third of Tennessee*

- Sold home infusion services to hospitals, skilled nurse facilities, long terms acute care case managers and physicians. Specialists included Cardiology, Neurology, Pulmonology, Infectious Disease, Oncology and Surgery
- Provided clinical consultation/education for safe and appropriate administration of intravenous infusion therapy
- Salesforce CRM proficient

**BEHAVIORAL HEALTH GROUP****2014 - 2015***Account Executive - Territory: Multiple Counties in Eastern Tennessee*

- Successfully introduced addiction treatment to pain specialists and other physicians
- Created all marketing material and wrote and appeared in television advertisements

**AMEDISYS HOME CARE****2009 - 2014***Account Manager/Care Coordinator - Territory: Knox County, Tennessee*

- Expanded client base of existing territory selling home health services and coordinating care for patient transition while teaching patient and family appropriate therapeutic measures
  - Clients included hospitals, assisted living and skilled nurse facility staffs
- Achieved President's Inner Circle Membership for 2010

**KINETIC CONCEPTS, INC****2003 – 2009***Account Executive - Territory: Eastern Tennessee, Kentucky & North Carolina*

- Sold advanced negative pressure wound care medical device products to physicians, surgeons, home health agencies, wound care centers, hospital case managers, and facility administrators
  - Provided clinical consultation and education to a variety of health professionals
  - Secured new accounts and expanded market share
  - Boosted reputation of products in industry by creating an informed customer pool
- Achieved President's Club on four of five eligible occasions 2004, 2005, 2006, 2007
- Selected by peers as a President's Field Advisory Board Member to meet quarterly with the Regional Vice President to address issues affecting the sales force

**APRIA HEALTHCARE****2001 - 2002***Account Executive - Territory: East Central Tennessee*

- Promoted and increased sales of respiratory assist devices (RADs), oxygen delivery systems, home infusion, and home medical equipment services to physicians and referral sources
- Built network of contacts with hospital case managers/discharge planners, respiratory departments
- Achieved the Trendsetter Award for outstanding sales performance while exceeding quota

**COVENANT HOMECARE EQUIPMENT****1997 - 2001***Account Executive - Territory: East Central Tennessee*

- Sold respiratory assist devices, oxygen delivery systems, unit dose aerosolized medications and durable medical equipment to hospital and Skilled Nurse Facility case managers/discharge planners, sleep disorder centers, and physicians including primary care, pulmonologists and cardiologists
- Won National Account Executive of the Year Award, ranking #1 in the U.S. for respiratory device referrals for two consecutive years 1999 and 2000, competing against 150+ AEs

**Earlier Roles included:**

**Girling Healthcare, Inc** (Assistant Director / Manager), **Procare Home Healthcare** (Director of Home Health / Manager), **Abbott Laboratories** (Pharmaceutical Sales Representative), **University of Alabama Birmingham Medical Center** (Neurology/Neurosurgery Charge Nurse & RN)

**EDUCATION**

**THE UNIVERSITY OF ALABAMA BIRMINGHAM**, Birmingham, AL

Bachelor of Science - Nursing