

Danielle L DenBleyker

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Highlights

- B2B, Hospital, Physician and Pharmacy call points that have developed successful hunting skills.
- Self-motivated individual capable of managing current business and creating new opportunities independently.
- Leadership experience in sales and hospitality industries, developed over 15 years.
- Experienced with CRM platforms SalesForce and Microsoft Dynamics. Proficient in 3D Design and drafting.

Accomplishments

- Axiom Pharmacy Million Dollar Club, 10 consecutive periods since program inception in 2015
 - Consistently in the top 10% of Axiom sales force based on revenue and referrals.
 - Axiom Pharmacy National Sales Meeting speaker/ presenter 2015, 2016
 - Organizer and host for Spine Care International Charity event, 9/2013
 - Payment Systems Funding Peak Performer, 2/2012; Sales Peak Performer 1/2012
 - NCAA DIV 1 Alpine Skiing, 2002-2005; U.S. Development Ski Team, 2002

Experience

Clinical Synergy Professional Formulas

Santa Rosa, CA/ Denver, CO

Territory Sales Manager

November 2017-Present

- First Territory Sales Manager for 22 year old company's newly branded nutraceutical line for practitioners only.
- Work to educate naturopaths and integrative medicine practitioners on our natural formulas through new research, multiple calls and continued support.
- Responsible for all revenue growth in a 6+ state territory and assist in building a training program for future internal growth.

Innovatix, LLC (Premier, Inc)

New York, NY/Denver, CO

Regional Manager, Infusion Pharmacy Services

July 2016- November 2017

- Increase revenue through member engagement and portfolio penetration for Infusion and Compounding Pharmacies, HME/DME and any other pertinent call point in 10 state territory.
- Analyze members' quarterly purchases and trends to identify missed opportunities and discrepancies in contracts.
- Partner with wholesaler and distributor representatives to grow opportunity and develop member relationships.
- Continually strive to become an expert in all 2,000+ pharma and non-pharma contracts to help members reduce costs and increase profits.

Kroger Specialty Pharmacy (Previously Axiom)

Lake Mary, FL/ Denver, CO

Pharmacy Solutions Consultant

February 2014- Jul 2016

- Independently manage and build four state territory with focus on oncology and infectious disease states through continued market analysis and relationship building with manufacturer partners.
- Consistent 1M+ monthly revenue with 900% oncology revenue increase over two years.
- Provided market intelligence that lead to the opening of Kroger's first specialty pharmacy location through strong business relationships and managed care research.
- Requested to field train all new West Region Consultants and develop training protocol for future hires by sales director.

Nexus Spine

Englewood, CO

Sales Account Manager/ Case Coverage

July 2012-January 2014

- Successfully implemented two spine systems into two hospitals, increasing case volume and revenue to \$3M in annual sales.
- Established strong hospital, partner manufacturer and surgeon relationships through accountability, dependability and product knowledge.
- Highly involved in business growth through fund raising creating new business opportunities with surgeons and hospital staff.
- Collaborated with image guided system representatives to assist in program guidance, increasing trust among hospital staff.

Education

Academy of Art University
Bachelor of Fine Arts: Interior Architecture and Design

San Francisco, CA
Grad: December 2010

