

# Peter Pawlak

(586) 431-7848 | petepawlak11@gmail.com | linkedin.com/in/peter-pawlak-36754089

## SUMMARY

Results-driven Sr. Clinical Application Specialist with a proven track record of driving revenue growth, enhancing clinical outcomes, and building strong customer relationships in the medical device industry. Demonstrated expertise in complex case support, field marketing, and key account management. Proven ability to lead successful training initiatives, resolve customer issues efficiently, and optimize operational performance.

## CORE COMPETENCIES

Clinical Expertise  
Technical Proficiency  
Educational Acumen  
Interpersonal Skills  
Customer Relationship Management

Problem-Solving  
Travel Readiness  
Adaptability  
Communication  
Teamwork

## EXPERIENCE

### ***Aesculap Implant Systems LLC***

#### **Sr. Clinical Application Specialist**

**June 2023 – Present**

- Optimized operational excellence by implementing SOPs that enhanced distributor compliance and improved clinical outcomes.
- Improved clinical outcomes by launching the "1CX" (Frist Case Excellence) program, resulting in fewer errors and higher first-case success rates.
- Planned and executed educational and training events at international, national, and regional levels.
- Contributed to global product development by collaborating with global teams to launch new products and provide market insights.
- Enhanced product performance through process analysis and benchmarking studies, collaborating with KOLs and R&D.
- Provided comprehensive clinical support by leading training initiatives, managing complex cases, and building strong customer relationships.
- Developed team capabilities by leading cross-training for Ennovate TL and Cervical products.
- Achieved significant business results by supporting surgeon conversion, improving operational efficiency, executing successful training events, and driving revenue growth through strategic sales tactics.

#### **Clinical Application Specialist**

**September 2021 – June 2023**

- Achieved 100% of annual sales targets for assigned product areas, demonstrating effective training and support efforts.
- Provided comprehensive clinical training and support to surgeons, perioperative staff, and distributors, resulting increase in product adoption.
- Specialized in complex product lines, offering in-depth technical expertise and troubleshooting support.
- Evaluated and monitored surgeon and distributor proficiency to ensure optimal product usage and compliance.
- Played a key role in converting new high-value surgeons and distributors through targeted training and support initiatives.
- Developed and maintained comprehensive training materials to support sales teams and customers.
- Monitored and reported on hospital staff proficiency to identify training needs and opportunities for improvement.

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- Provided essential support for new product launches, ensuring successful market introduction and adoption.

## Spine Sales Representative

July 2005 – September 2021

- Achieved significant revenue growth and market leadership by selling Aesculap surgical instruments and implants, contributing to the company's strategic objectives.
- Increased sales by 20% annually through active participation in national sales conferences.
- Provided comprehensive customer support by calling on customers and prospects, offering technical expertise and ensuring timely product delivery.
- Enhanced surgical outcomes by serving as a subject matter expert and providing hands-on assistance to surgical staff.
- Negotiated strategic partnerships that expanded market reach and increased revenue for the company.
- Developed distributor capabilities by training distributor partners on all spine products and procedures.
- Achieved consistent sales excellence by exceeding sales quota by 100% for four consecutive years, earning the President Club's Award.
- Demonstrated strong market penetration by growing market share in the Midwest Region, generating \$500,000 in additional annual revenue.
- Contributed to record-breaking sales by achieving the highest gross sales in both 2007 and 2008, earning the National Sales Award.

**Account Manager**, *Yorozu America Corporation*

May 2004 – July 2005

**Automotive Sales Engineer**, *JST Corporation*

October 2003 – March 2004

**Sales & Marketing**, *DENSO International America Inc.*

September 2002 – October 2003

## EDUCATION

**University of Detroit Mercy**, *Detroit, MI*

Bachelor of Science, International Business

## ADDITIONAL RELEVANT SKILLS

- Active member and Board Director of the Dibrova Association, contributing to strategic decision-making and community initiatives.
- Member at large of the Hoverla FC, acting as a liaison to the Ukrainian community.