

**MARSHA STILL, BSN, RN,
CWCN**

124 Arden Road
Columbus, OH 43214
614-537-4562 (c)
mstill@viniferamine.com

MEDICAL DEVICE SALES

- Consistent top sales performer and multiple years of over quota achievement with promotional advancement.
- Expertise in selling medical devices (Negative Pressure Wound Therapy, NPWT), medical disposables (advanced wound care, dressings and bioengineered tissue), as well as topical enzymatic debriders (physician prescribed pharmaceutical drugs).
- Sales expertise selling into multiple medical market segments; Acute Care (Operating Room, Material Management, Wound Care, Burn Center), Alternate Care (Wound Care Centers, Surgical Clinics, Long Term Care and Home Health Care markets, Physician and Surgeon specialties; Vascular, Cardiovascular, Plastics, Orthopedic, Foot and Ankle, Trauma and Podiatry).

McCord Holdings 9/2014 to present

A research company supporting better health through science

Clinical Nurse Educator, Viniferamine® Skin Care Products

Provide education and training of the Viniferamine® line of skin care products for distributors and health care providers

Vomaris Wound Care 9/2012 to 9/2014

A medical device company specializing in emerging bioelectrical field generating technologies for the wound care market

Account Manager, Ohio

Developed and maintained a start-up territory selling Procellera® to hospitals, wound care centers, long term acute hospitals, home care agencies, and physicians.

SMITH & NEPHEW, INC 2/1999 to 8/2012

A Global Business Company, Advanced Wound Care Management

Account Manager, Central and Southern Ohio (2/2010 to 9/2012)

Advanced Wound Device

Selected by management for placement in the newly created Advanced Wound Device Division selling a Negative Pressure Wound Therapy Device (NPWT) within the Acute Care, Long Term Care, Home Health Care and Long Term Acute market segments.

Account Manager, Central and Southern Ohio (2/1999 to 2/2010)

Advanced Wound Care

Sold the full array of Advanced Wound Care Dressings (including Silver), as well as Dermagraft®, a bioengineered living tissue, topical pharmaceutical prescribed enzymatic debriders and Negative Pressure Wound Therapy devices into the Acute Care, Long Term Care, Home Health Care, Physician and Wound Care Clinic segments.

MCKESSON CORPORATION, (formerly General Medical, Randolph Medical) 9/1987 to 2/1999

McKesson Medical-Surgical provides medical-surgical supplies and equipment to physicians' offices, home care agencies, long-term care facilities and surgery centers.

Regional Manager, OH, KY, TN, WV, VA, PA (3/1995 to 2/1999)

Extended Care Division, General Medical/McKesson Corporation

Account Manager, Columbus and Southern Ohio (10/1987 to 3/1995)

Long Term Care, Randolph Medical

Developed and maintained start-up long term care territory selling medical products and equipment, as well as Medicare Part B billing services to Director of Nursing and Administrators within the skilled nursing home market segment.

EDUCATION

Emory University School of Medicine

Enterostomal Nursing Diploma, 2000

(one year intensive didactic and clinical program)

CWCN (Certified Wound Care Nursing) Board Certified

A WOCN Accredited Program, 2000

The Ohio State University School of Nursing

Bachelor of Science in Nursing (BSN)

All nursing licenses and certifications current

PROFESSIONAL DEVELOPMENT

Integrity Selling, Miller Heiman's Strategic Selling

Villa Maria L-Tach Program Certificate:

(Smith and Nephew sponsored clinical education program)

Emory College WOCN Sales Internship, 1998

Richard M. Fairbanks Burn Center at Wishard Hospital Preceptor Program 2012