

# STEPHEN DELACY

**Address:** 183 Taunton Blvd, Medford, 08055 **Mobile:** 609-203-7629 **Email:** Stephen.delacy@gmail.com

*Field of Preference: Medical Industry Sales*

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## QUALIFICATIONS PROFILE

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An accomplished, multi-faceted, and results-driven professional, offering over 34 years of experience in many areas of the medical industry. A proven track record of success in developing and executing sales objectives while ensuring quality and customer service. Adept at formulating strategies to improve work efficiencies and strengthen overall market penetration. Possess exceptional skills in execution and teamwork. Experienced in communication styles, customer relationships, great work ethic and commitment to excellence. Six Sigma Certified.

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## SUMMARY OF EXPERIENCE

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### **GE MEDICAL SYSTEMS INFORMATION TECHNOLOGIES, GE HEALTHCARE SALES SPECIALIST IN MISSION CRITICAL PATIENT AREAS**

**2000 - 2014**

- Played pivotal role in mission critical Cardiac Monitoring system equipment configuration requirements and information systems, as a specialists to Maternity, Labor and Delivery and Neonatal Intensive Care units at major and nationally recognized Hospitals and Health Care Systems and Stand alone Children's Hospitals.
- Mission Critical Physiological Monitoring systems with networking integration to Hospital Electronic Medical Record Systems (EMR) in Level III Neonatal Intensive Care Units, Combination Microenvironment Life Support Systems for fragile Neonates, Maternal and Fetal Monitoring systems combined with computerized Charting, Archiving and Information systems in Labor and Delivery and L&D OR, Recovery, Postpartum and Level 1 through Level III Nurseries and NICUs. Ancillary system (Biomed Devices) integration with all Mission Critical devices into the EMR.
- Interfaced with Medical Practitioners, Educators, Administrative, Biomedical Engineering and Corporate Executive Staff to satisfy clinical, technical and financial requirements while planning for future expansion and technological innovation.
- Continued organic growth, excelled at new product introduction and built strong customer champions.
- Coordinated both hospital and company installation teams, implemented post installation training with clinical specialists from both company and hospital teams.
- Exceeded expectations in organic growth in existing customers and exceptional expansion to and conversions from competitors.
- Awards: Presidents Club (sales aggregate total volume leader), Masters Circle (top tier sale volume leader), NICU Leader (sale volume leader in NICU monitoring and Life Support Systems), Corometrics sales leader for Maternal and Fetal monitoring and archiving systems, 100% Club (must attain 100% or greater on designated total operating plan sales volume), Grand Slam Award (attain sales quota in all four sales categories) plus other individual product recognitions.

### **BioMAGNETICS LTD**

**1996 - 2000**

#### **MARKETING MANAGER SERVICE CONTRACTS FOR CT AND MRI**

- New business development selling new, renewing existing service contracts for CT and MRI
- Established sales of used refurbished MRI and CT scanner to broaden customer base of service agreements
- Increase billable volume of contact sales and T&M volume sales over 400%
- Introduced Multi-Vendor service sales
- Facilitated training of field engineer training to include GE and Siemens and Philips CT MR service competencies
- Secured back-up competency for specific CT MR Platforms from products experts in nationwide talent pool
- Leadership in moving company into used equipment sales arena, including multi-year service agreements
- Recognized for establishing a master agreements for 10 hospital system and 4 satellite facilities

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## **Siemens Medical Systems**

**1983 - 1992**

### ***Account Manager***

- Magnetic Resonance Imaging, Computerized Tomography, Cardiac Catheterization Imaging systems, Cardiac Electrophysiology imaging systems, Interventional Radiology Imaging systems, Urology Urodynamic Imaging systems, General Surgery Imaging systems and Lithotripsy systems.
- Involvement with the sales process from qualification, site visits, negotiations, site planning, sales execution, after sale pre-delivery planning, installation and post-sale customer acceptance
- Radiation Oncology Treatment (linear accelerator) systems, Therapy Planning Systems (simulators)
- Recognition as first salesman to penetrate highly competitive Philadelphia market dominated by GE
- Awarded Top Regional Cardiac Catheterization sales and highest tier nationally.
- Region Sales trainer

## **Independent Consultant**

**1994 - 1996**

- Provided industry and technical expertise to companies seeking to start multivendor service marketing to hospitals and imaging centers

## **Philips Medical Systems**

**1992 - 1994**

### ***Account Manager***

- Full Line Diagnostic Imaging Sales of MRI, CT, Diagnostic X-ray systems

## **Beckman Instruments**

**1981 - 1983**

### ***Medical Sales Specialists***

- Sales to Hospital Laboratory Departments
- Laboratory Blood chemistry analyzers and reagent sales,
- Awarded top total volume sales for Northeast US region: Individual National Award for #1 sales leader in New Product Electrolyte 4A Analyzer

## **Sandoz Pharmaceuticals**

**1980 - 1981**

### ***Pharmaceutical Sales Rep***

## **Chemistry and Environmental Science Teacher**

**1971 - 1980**

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## **EDUCATION**

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### **Master Degree**

#### **Biology and Biochemistry**

**West Chester University of Pennsylvania 1976**

### **Bachelor's Degree**

**LaSalle University 1971**

**30 post-Graduate credits in Environmental Science**

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## **HOBBIES AND PASSIONS**

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- Rowing -Medal winning competitor from Scholastic, Collegiate, National Club and Masters level
- National Champion at Club Gold and Silver: Certified Shodan Level Black Belt in Shotokan Karate
- Dog Field Trail and Hunt Test competition training