

GEORGE A. GEVO

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- Present **VP - Sales & Marketing** All sales/marketing for **Radiology Practice Management system**.
- ◆ Clario Medical & ThinAir Data Corp
 - ◆ Design of collateral, Sales model & Conferences
 - ◆ Doubled Each Organization's Client Base
 - ◆ Leadership of indirect channel sales
- Jun 2003 **GEVO ASSOCIATES, INC.**
to **CONSULTING SERVICES**: Sales, Marketing & Technical Consulting. Clients include:
Apr 2006
- ◆ **Sun Microsystems**: Program Management For Worldwide GE Identity Deployment
 - ◆ **Omega Systems**: Dir. Marketing; Featured Speaker at Epic, HIMSS & MCK InSight
 - ◆ **AudioCARE Systems**: GM & Commercial Sales Manager
 - ◆ **CareMedic Systems**: Dir. Marketing; Telemarketing, Sales Training & Branding
 - ◆ **Radiology: eRad** Sales & Marketing Consulting
- Feb, 2000 **TEAMS SYSTEMS, Inc.: Clearwater, FL**
to **VICE PRESIDENT-SALES**: **Hospital Information System & Revenue Cycle Tools**
Jun, 2003 **Annual Quota**: \$3.5 Million
- Achievements**:
- ◆ Creation of Business Plan & Marketing Materials
 - ◆ New Physical Medicine Vertical Start Up
 - ◆ Featured Speaker at HIMSS, Epic & WRG RCM Seminars
 - ◆ Quota Attainment of 100+%
- Apr, 1995 **LOCKHEED MARTIN COMMUNICATIONS SYSTEMS: Camden, NJ**
to **SALES & MKTG MANAGER**: Product Management, National/Int'l. Marketing & Sales
Feb, 2000 Management of **Cardiology PACS/CIS & Services** for a Startup Division.
- Annual Quota**: \$ 7.5 Million
- Products/Marketplace**: Cardiology Diagnostic/PACS Systems Worldwide.
- Achievements**:
- ◆ Management of Distribution Channels & GE Partnering
 - ◆ Member of HP's Andover HL-7 SIG
 - ◆ Creation of Marketing Materials/Collateral/Conferences
 - ◆ Attainment of Annual Objectives: 90%, 113%, 101%
 - ◆ President's Award
- Mar, 1990 **INFOMED HOLDING CORPORATION: Princeton, NJ**
to **VICE PRESIDENT SALES & MARKETING**: Sales and Marketing of **Practice Management**
Apr, 1995 **Systems, EMR and Consulting Services**.
- Annual Quota**: \$ 17.5 Million
- Products/Marketplace**: **Medical & Dental Practice Management Systems** in the U.S. Through Multiple Distribution Channels. Multi-Platform Based.
- Achievements**:
- ◆ Quota Attainment of 106%, 112% & 117%
 - ◆ Creation & Management of Direct/Indirect Sales Channels
 - ◆ Product Management & Marketing

Jul, 1986 **UNISYS CORPORATION: Blue Bell, PA**
to DIRECTOR OF INDUSTRY MARKETING: National Marketing & Sales Within "New Venture"
Jan, 1990 Vertical Markets.

Annual Quota: \$ 146 Million

Products/Marketplace: Mainframe-, Mini-, and UNIX-Based Systems To The Commercial U.S. & International Marketplace. **Specialty POS & PC-Based Applications.** Professional Services and Consulting.

Achievements:

- ◆ Quota Attainment of 103%, 116%
- ◆ Creation of New Venture Business Plan
- ◆ Sales & Vertical Market Training Programs

Apr, 1983 **HUGIN SWEDA, INC.: Chicago, IL**
to CENTRAL DIVISIONAL DIRECTOR: Sales & Support Responsibility For a 20 State, 9 Office
Jul, 1986 Division. Direct Reports: 50, Dealers: 100 Technical & Systems. Functional Support Responsibility.

Annual Quota: \$ 16.3 Million

Products/Marketplace: **Data Processing & POS Systems/Software** to The U.S. Retail Marketplace. Direct & Indirect Distribution Channels.

Achievements:

- ◆ 1983 Winner's Circle: 247%
- ◆ 1984 Winner's Circle: 139%
- ◆ 1985 Winner's Circle: 147%
- ◆ 1986 President's Club: 117%
- ◆ 1987 President's Cup: 106%
- ◆ Company Restructuring Team

May, 1976 **NCR CORPORATION: Omaha, NE; Topeka, KS**
to ANALYST, ACCOUNT EXECUTIVE, DISTRICT MANAGER: Sales & Installation Responsibility
Mar, 1983 For Nebraska & Kansas.

Products/Marketplace: **Mini-Computers, Mainframes, Financial & Retail Software** & Data Processing. Service Bureau & Timesharing

Achievements:

- ◆ 1977 CPC Club: 121%
- ◆ 1978 CPC Club: 131%
- ◆ 1979 CPC Club: 127%
- ◆ 1981 CPC Club: 186%
- ◆ 1982 CPC Club: 242% Sales / 1612% Profit

EDUCATION

BSE - University of Nebraska

MSE - University of Nebraska (Partial)

M.Th. - VICU

Various Technical, Sales and Management Courses

REFERENCES

Available Upon Request