

JEFF DEMPEWOLF

2575 Forest Hills Boulevard
Indianapolis, IN 46143

(317) 517-6137
j.dempewolf@comcast.net

SUMMARY

MBA with a proven track record in analyzing, pricing and negotiating diverse, multi-million dollar business opportunities and proposals which maximized profitability. Successfully managed projects involving multiple cross functional groups. Significant experience in the medical device, telecommunications and financial services industries.

EXPERIENCE

ELI LILLY AND COMPANY – Indianapolis, IN

2007-current

Discovery, development, manufacture, and sale of pharmaceutical products.

Clinical Trial Supply Coordinator

Responsible for managing the supply chain of clinical trial material for Lilly studies worldwide. Design and implement study-specific plans to supply study drug to global trials, maintaining adequate supply in a cost effective manner.

- Developed inventory monitoring and reporting mechanism which saved Lilly over \$200,000 in reduced shipping costs on a single study and resulted in improved on-time delivery of trial materials.

BOSTON SCIENTIFIC / GUIDANT CORPORATION – Indianapolis, IN

2003-2007

Worldwide developer, manufacturer and marketer of medical devices whose products are used in a broad range of interventional medical specialties.

Field Clinical Representative, Cardiac Rhythm Management, 2005-2007

Responsible for promoting company products through education of customers, surgical implants and patient clinic coverage.

- Primary resource for clinical support in the areas of surgical coverage, troubleshooting, programming and patient follow up for implantable cardiac pacemaker, defibrillator, and resynchronization medical devices.
- Educated customers on the merits and proper clinical usage of company products.

Senior Analyst – Sales and Pricing, Cardiac Rhythm Management – Atlanta, GA, 2003-2005

Responsible for assisting sales personnel in the pricing and negotiation of contracts involving cardiac medical devices for the Northeast Atlantic Region, which accounts for \$209 million in annual revenue.

- Recommended appropriate pricing and contract solutions based on competition, regulatory constraints, internal revenue and profitability goals, which were adopted by the field.
- Performed business-case analysis to support strategic pricing recommendations, resulting in a high level of acceptance.
- Developed tool to generate critical reports, reducing turnaround time from two days to real time.

(PROFESSIONAL EXPERIENCE CONTINUED)**AGL NETWORKS – Atlanta, GA****2001 – 2003***Fiber optic network division of AGL Resources, an Atlanta-based energy services company.*Manager – Business Development

Responsible for pricing and negotiating contracts involving fiber optic cable leases in a start-up business division of Atlanta Gas Light Company. Determined the financial and strategic viability of acquiring multiple network assets and introduction of new products.

- Successfully priced and negotiated contracts with committed revenues in excess of \$19 million.
- Set overall pricing strategies based on profitability and competitive market conditions.
- Selected to serve as interim City General Manager for expansion into the Phoenix, AZ market.
- Established initial business contacts, operations and procedures necessary for successful operation of a remote office.

MCI TELECOMMUNICATIONS, INC. – Atlanta, GA**1995 – 2001***Worldwide provider of advanced communications and information technology (IT) solutions.*Manager – Managed Services Product Development, 2000 – 2001

Responsible for coordinating the development of an on-line interface to all related support systems for MCI's Wide Area Network (WAN) Managed Services product.

- Coordinated requirements from several internal groups to be packaged into a release schedule.
- Managed the development and coordination of processes needed to support the Managed Services offering such as contract management, order-entry, implementation, billing, and customer service.
- Identified an existing internal system that met Managed Services needs, saving \$500,000 of capital.

Manager – E-Commerce Product Development, 1999 – 2000

Worked closely with Marketing to establish MCI's e-billing concept to allow business customers the ability to view, analyze and pay their invoices via the Internet. Responsible for turning this concept into a detailed implementation strategy involving several cross functional groups.

- Led four project managers in designing, coordinating development of, and implementing MCI's e-billing application.
- Launched location-level billing capability, a major enhancement that doubled eligible customer base.
- Engaged 3rd party vendors to assist in design of, and provide technical development capabilities for, the e-billing application.

Manager - Business Development, 1997 – 1999

Managed business analysts who were responsible for evaluating proposals to meet internal revenue and profitability hurdles within the Key Account Business Market Segment. Key Accounts represented approximately \$1.5 billion in annual revenue from small to mid-size businesses.

- Recommended appropriate pricing and business solutions based on profitability, competition and regulatory issues resulting in higher contract closure rates.
- Collaborated with Marketing, Legal and Billing to develop and review promotions and programs that won new business and retained existing customer base.

Business Development Analyst, – Chicago, IL and Atlanta, GA, 1995 – 1997

Assessed market opportunities and designed competitive and profitable pricing strategies that positioned MCI to win new business and retain existing business in the strategic large account marketplace.

- Successfully negotiated committed revenues in excess of \$103 million.
- Actively participated in account strategy reviews, customer presentations, and contract negotiations, providing expertise in pricing and policy issues.

(PROFESSIONAL EXPERIENCE CONTINUED)

A.G. EDWARDS AND SONS, INC. – St. Louis, MO
National, full-service brokerage firm.

1989 – 1994

Senior Municipal Bond Underwriter

Led project team in the pricing, distribution, billing and closure of municipal bond underwritings for the firm's Michigan, Ohio and Midwest Regions.

EDUCATION

Master of Business Administration degree

1989

J.L. Kellogg Graduate School of Management, Northwestern University – Evanston, IL

Bachelor of Science degree in Business Administration, *magna cum laude*

1983

Kansas State University - Manhattan, KS