

## ETHAN J. BOCK

[bockx084@gmail.com](mailto:bockx084@gmail.com)

11110 N Oak Knoll Terrace, Minnetonka, MN 55305

608-386-6549

### EDUCATION

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University of Minnesota-Twin Cities

Minneapolis, MN

Bachelor's Degree in Physics

Graduated – 2014

### WORK HISTORY

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- **Harland Medical Systems – Strategic Account Manager** May 2017-Present
  - Managed several of the largest global medical device OEM's, including all domestic and international facilities
  - Mapped the strategic accounts to understand key influencers and decision makers at each facility which led to further sales growth and development
  - Established relationships with account Operations and Supply Chain which led to success in converting customer from competitive products to Harland's products
  - Negotiated terms and pricing with customer Purchasing and Supply Chain for contract manufacturing and coating solution sales
  - Actively managed opportunity pipeline to project quarterly and annual sales revenues
- **Harland Medical Systems – Regional Sales Manager (Western US)** April 2016-May 2017
  - Remotely managed a team of Sales Reps in California and Texas to develop and progress opportunities with prospective and active customers.
  - Personally managed all customer accounts West of the Mississippi River outside of Sales Rep's territories.
- **Harland Medical Systems – Sales Engineer (Western US)** May 2015-April 2016
  - Guided companies making large investments to either outsource to Harland or scale internally to perform coating operations. Throughput analyses, year over year projections, and ROI analyses were most always required.
  - Responsible for managing existing customer products, capitalizing on future and next generation customer products, growing sales revenues with new startups, and switching existing companies from competitive solution to Harland coating solution
- **3M – R&D Technical Aide – Energy Components Program** July 2014-May 2015
  - Testing hydrogen fuel cell components for efficiency, permeability, and flexibility in applications related to the automotive industry
  - Rebuilt and wrote control software for instruments to measure, simultaneously, stress-strain curves and electric resistance as a function of compression of porous electrodes used in fuel cell and redox flow battery products

### LANGUAGE SKILLS

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- Spanish
- LabVIEW
- C++ Computer Programming