

Team Member Profile Sales

[NAME REDACTED] — Health System/Academic

A dedicated McKesson team member for six years, [NAME REDACTED] is a spirited sales executive who continually builds customer relationships based on better health.

[NAME REDACTED] joined McKesson in June of 2008 after spending the majority of his career in corporate sales.

He quickly made his mark selling to Hospital-Affiliated Physicians in the Southwest and Midwest regions. In short order he was promoted to Territory Sales Manager, and then to Executive Director of Business Development.

Currently, [NAME REDACTED] works from Pittsburgh, PA (where he was born and raised), as the Executive Sales Director for the Midwest region. He focuses on health systems and academic institutions — and he knows McKesson is in a unique position to help them.

“As health systems and institutions are employing more and more physicians, it’s imperative to understand their needs and how to sell to the system leadership from a global perspective.” [NAME REDACTED] added, “Our strategic solutions help them increase collections, lower costs, and mitigate risks while leading to an enhanced return on investment.”

Putting his philosophy into practice, Dan’s recent wins include **[COMPANY NAME REDACTED]** and **[COMPANY NAME REDACTED]**.

But wins cannot happen without the superlative support of varied McKesson departments during the always-challenging sales process. “We have a lot of talented, smart people who function as a team really well,” [NAME REDACTED] noted. And he stressed that one person cannot do everything to make an initiative successful. “Everyone — Marketing, Operations, Client Management and Legal — helps drive the sales process.”

Away from work, [NAME REDACTED] enjoys spending quality time with his wife, Wendy, and their two children, Anthony and Kate. He also likes to play golf and spend time with friends.