

September 9, 2018

Farragut Town Hall
11408 Municipal Center Drive
Knoxville, TN 37934

To Whom It May Concern:

Growing up in the town of Farragut I always knew that this was a special place. My parents still live in the house we grew up in and they take great pride in this area. As a child I attended Farragut Primary, Farragut Intermediate, Farragut Middle, and Farragut High School. At Farragut High School I played soccer, football, and basketball for the School and made many lifetime friends in the process. To this day I see many of my coaches and teachers in the community that taught me when I was in school. It's great to still be able to run into leaders like Mr. Galbraith, Mrs. Taylor, Mrs. Mashburn, Coach Courtney or Coach Dodgen, who have had such an impact on my life. I was a member at First Baptist Concord for 34 years and it was an integral part of my life. The last 4 years we have been at Shoreline Church and are very thankful for the community and fellowship there. Undoubtedly, the most important parts of my life are faith and family. My wife and I have been married for 15 years this December and take great joy in the five kids we've been blessed with. Outside of work, the majority of our hours are spent shuttling to and from our kid's practices and games. Whenever possible, I love coaching my kids and usually coach between seven and eight of their teams each year. I completed my Bachelor's Degree at Carson Newman College while playing football under Coach Ken Sparks. Coach Sparks always had great things to say about Farragut from his time coaching football at Farragut in the 70's. I was blessed to earn a job in Medical Sales immediately upon my graduation from college and have remained in this field for the last 15 years.

The open Alderman seat is an exciting opportunity for me. This would allow me to combine my love for the town with the chance to serve in it and continue to see it grow. Farragut is a close-knit, well connected community that is focused on families. Whether through commercial or residential development, I will work to continue making Farragut a wonderful place to raise a family by ensuring our developments fit our core strengths and values. Farragut has done an amazing job of providing excellent Parks and Recreation along with a deep respect for the town's History and its founders. By offering strategic leadership backed by the voice of younger families in the community, I can help further our town's visions and goals. I am also very excited to help with input and leadership regarding the addition of a Farragut Town Center. This project has been an important point in our community over the past few years and I believe we have the opportunity to lay the ground work to bring it to fruition in the near future. Continuing to connect our town through Greenways and sidewalks is also an important undertaking that makes our area family friendly and provides a safe space to explore our community as well as a great setting for exercising.

In summary, my life experience in the town of Farragut, my passion for serving this community, and my strong leadership background make me a good candidate for the open Alderman seat. I look forward to serving the Farragut community as an Alderman or as a resident.

Sincerely,

Drew Burnette

REGIONAL VICE PRESIDENT & MEDICAL DEVICE SALES REPRESENTATIVE

Achievement-driven Regional Vice President & Medical Sales Representative with a successful record of implant, device, equipment sales, and leadership accomplishments with Fortune 500 companies and industry leaders including Olympus Surgical, American Medical Systems (AMS), Cardinal Health and Stryker. Sales results since 2004 include: (1) **Presidents Club 2016** (2) **#1 in total capital equipment sales** (3) **#1 in the country for Sonicbeat Sales** (4) **converting three of the highest volume surgeons in 2011 and 2012 from the leading industry competitor and achieving up to 509% to plan;** (5) **winning Cardinal Health's Sales Excellence Award** (6) **earning corporate recognition for sales successes that were "modeled" for use by the national sales force;** and (7) **securing contracts with the University of Tennessee, Bristol Regional Medical Center, and Vanderbilt Medical Center.** Sales competencies:

- Operating Room Sales
 - Surgeon/Physician Relationship Building
 - Account Management
 - Converting Competitor Accounts
 - New Product Launches
 - Product In-Services
 - New Account Development
 - Sales Goal Attainment
 - Clinical Selling
 - Major Account Penetration
 - Territory Turn Around Strategies
 - Hospital Sales
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PROFESSIONAL EXPERIENCE

OLYMPUS SURGICAL, KNOXVILLE, TN

5/2016- PRESENT

Regional Vice President. Promoted from Territory Manager based off high achieving results and demonstrated leadership skills. Responsible for managing up to 12 selling professionals for the Mid-South Region. Developed key HCP and IDN relationships to drive new market share. Awarded the first ever Vanderbilt Health Alliance Energy Contract in 2017.

- Generated strong sales for Fiscal 2017/2018 finishing #1 Thunderbeat Sales, #1 Sonicbeat Sales, #2 PK Legacy Sales, #3 Contained Tissue Extraction Sales
- Successfully managed through a reduction in force
- Tied for Region of the Year Award 2016/2017
- Continued strong sales results for Fiscal 2016/2017 being #1 New Product Category Sales, #1 Thunderbeat Sales, #1 Open Fine Jaw Sales, #2 PK Sales, #1 Sonicbeat Sales, and #2 ESG-PK Sales

Territory Manager (4/13-5/16) Recruited and assigned to an underperforming territory (Knoxville, Tri-Cities, and parts of Virginia, and Kentucky) that needed to be grown quickly. Achieved a strong record of top level results for sales of Olympus surgical energy products including Thunderbeat, Sonicbeat, and our Gyrus PK product line.

- Achieved Presidents Club 2016
- Ranked #1 in total Capital Equipment sales
- Ranked #3 in the country for Sonicbeat sales
- Served as a Field Trainer
- Awarded the Iron Eagle award for top sales performance and leadership
- Was voted on by my region to serve on the national Sales Coalition team
- Successfully interviewed and hired an ATM that got promoted to a TM
- Earned the Quota Buster award 2016
- Converted all 18 OR's at Bristol Regional to the EPF1-C
- Converted a large Academic Medical center to Thunderbeat and Sonicbeat
- Increased market share by conducting cadaver/pig labs to educate new physicians on features and benefits of Olympus surgical energy

AMS - AMERICAN MEDICAL SYSTEMS, Knoxville, TN

10/2010 – 1/2013

Territory Manager. Recruited and assigned to an underperforming territory (Knoxville, Tri-Cities, Asheville and parts of Eastern Kentucky) that ranked in the bottom 10% of the company. Achieved a strong record of results for sales of men's and women's health implants (inflatable penile prosthesis, artificial urinary sphincter, vaginal mesh for prolapse, mid-urethral mesh sling) to top tier urologists, gynecologists and urogynecologists in a highly competitive market.

- Continued to achieve strong 2012 sales results with Monarc (105% to plan and 114% growth); Sparc sling (116% to plan and 197% growth); and Y-mesh (129% to plan and 282% growth).

Pharmaceutical Sales Representative. Increased sales for Cialis (Erectile Dysfunction therapy), Actos (#1 nationally-ranked diabetic oral agent), and Humalog (#1 nationally-ranked mealtime insulin product) by calling on primary care physicians, internists, and endocrinologists in Chattanooga and surrounding counties.

- Ranked #1 in Tennessee and among the top 15% in the country for total portfolio sales.
- Ranked #67 out of 530 sales reps in overall Cialis sales.
- Generated \$843,685 in total portfolio sales for the month of March.

EDUCATION: B.S., Human Exceptionalities (2003), CARSON NEWMAN COLLEGE, Jefferson City, TN

Activities / Distinctions:

- Played football for Carson Newman College for four years and lettered three years.
- Served on the player committee; nominated South Atlantic Conference Punter of the Year; and received the South Atlantic Conference Player of the Week Award.

Volunteer:

- Serve as a board member for Feeding the Orphans
- Worked as team leader for the Habitat for Humanity Group projects in Jefferson City, TN.
- Took my work team on a service project for Habitat for Humanity in Asheville, NC.
- Head coach of the Knoxville Ambassadors Middle School JV team.
- Served as group leader with Fellowship of Christian Athletes.
- Coach between 7-8 youth sports teams per year for soccer, basketball, and football.
- Participated in two week mission trips to Port Elizabeth, South Africa for three consecutive years.

Additional Training:

- Delivering Effective Feedback (Triad) 2018
- Situational Leadership Program 2017
- InsideOut Sales Process Training 2016
- Developed an Ignite Sales Process Program for the US Sales Team 2016

Computer Skills: Microsoft Word, Excel, PowerPoint, Access, Outlook
