MAUREEN SCHUMACHER RT, VI, CT

720-422-6551, Marie00582@Gmail.com, Lakewood, CO, 80215

# SKILLS

* Great communication skills
* Experience with GE, Phillips, Canon and Siemens Vascular equipment
* Product marketing and sales
* Motivated physicians in the use to new products in their practice
* 15 years peripheral vascular experience; 3 years Neurovascular experience
* Amazing Physician and rep relations
* Coordinated new product contract approval
* Wide range of physician relations across Denver metro area
* Experience with Excel spreadsheet creation
* In service and medical device training
* Extensive knowledge of vascular anatomy

# PROFESSIONAL SUMMARY

# Seasoned healthcare professional with 17 years in Interventional Radiology and 5 years in medical device sales. Proven ability to build and expand territories from the ground up, working closely with healthcare providers to introduce innovative solutions. Strong relationships with physicians, surgeons, and clinical teams across the western U.S., developed through trusted collaboration and consultative support. Deep knowledge of procedural workflows, product integration, and navigating complex healthcare systems. Skilled at translating clinical needs into strategic account plans that drive adoption, improve patient outcomes, and strengthen long-term partnerships. Passionate about supporting providers, growing accounts, and delivering results through smart, data-driven planning.

# EXPERIENCE

## District Sales Manager, Jan 2025 - Current

Imperative care , Denver, CO

* Spearheaded the successful regional launch of a groundbreaking arterial and venous thrombectomy device across a multi-state territory, exceeding initial sales targets
* Developed and executed a go-to-market strategy including key opinion leader (KOL) engagement, competitive positioning, and value-based selling tactics tailored to interventional radiologists, vascular surgeons, and hospital decision- makers.
* Partnered with marketing, R&D, and clinical teams to feedback early market insights and contribute to product iteration and positioning.
* Navigated complex reimbursement environments and supported hospitals through coding and billing strategies to ensure successful value analysis approval
* New physician adoption and training in the vascular space
* Clinical and case support with vascular surgery and operating room

## Territory Manager, Apr 2023 - Jan 2025

Scientia Vascular, Denver, Colorado

* Developed short- and long-range strategies for product expansion.
* Advanced revenue and market position, managing current accounts and prospecting for new leads.
* Promoted products using polished sales presentations to interested groups and directly to prospective customers.
* Optimized territory portfolio with active account management and relationship- building.
* Grown Territory 65% in first year
* Managing my own territory as an ATM answering to Area Director
* Worked extensively with Value Analysis comities on product approval
* Neurovascular and Peripheral Case coverage New product launch
	+ In-service and product training
	+ Physician training

## Clinical Specialist, Aug 2022 - Apr 2023

ENDOPHYS, Dallas, Texas

* + Covered 9 states for the NW region
	+ Region growing by 50% in the NW region in first 2 months of joining the company
	+ In-service and train new staff on device
	+ Worked along side sales manager to build sales skills and land new accounts
	+ Created great Physician relations in first 2 months of being part of the company
	+ Credentialed with all Vendor credentialing companies

## Interventional Radiology Technologist, Jul 2021 - Oct 2022

ST ANTHONYS HOSPITAL, Lakewood, Colorado

* + Assisted physician during Neuro, Trauma, Aortic Aneurysm cases and Interventional procedures
	+ Operated Siemens, Phillips and GE equipment
	+ Worked in OR Hybrid suite assisting vascular surgeon and OR staff
	+ Scrub and circulate for peripheral and neuro vascular procedures

## Interventional Radiology Technologist, Nov 2018 - Jun 2021

DENVER HEALTH, DENVER, Colorado

* + Worked as an IR technologist, CT biopsy cases, assisting physician during procedures
	+ Evaluate labs and procedure requirements.,
	+ Was part of design and organization of new room build

## Interventional radiology technologist, Mar 2013 - Oct 2020

LUTHERAN MEDICAL CENTER, Wheat Ridge, Colorado

* + Assisted physicians during IR procedures, Biopsies, and OR cases
	+ Prepped slides and pathology assistant for biopsies
	+ Evaluated and worked up patient lab and history to run the Daily board and flow of rooms
	+ Made Schedule for Techs in department

## Lead Interventional Radiology Technologist, Feb 2004 - Mar 2013

ROSE MEDICAL CENTER, Denver, Colorado

* + Evaluated all billing and ordering for the department
	+ Assisted with the build and design of new IR suite
	+ Facilitated new hire and training in department

# EDUCATION

**Associates of Applied Science :** Radiology Technology COMMUNITY COLLEGE OF DENVER, Denver, Colorado