



Curriculum Vitae of Ken Diebner, Executive Sales Administration Professional

GENERAL BACKGROUND

Mr. Diebner brings over 35 years of executive sales leadership experience to Veritas' executive compensation, trade secret sales price, contract dispute, and market penetration cases. In addition to providing Veritas with insight regarding litigation cases, Mr. Diebner supports various clients today as an independent sales executive. Mr. Diebner has a long history in the medical device industry for Fortune 500 companies including McKesson, Owen & Minor, and Hill-Rom and Pilling Surgical. He is also the founder of three companies. Mr. Diebner counsels and manages sales teams across the US, and he is well versed in business development, strategic planning, marketing, sales analysis and interpretation, budgeting, and forecasting.

EXPERIENCE

MEDISS – Vice President, Sales, 2007-2012

BSN MEDICAL – Regional Business Manager, Western Region, 2006-2007

TERUMO INTERVENTIONAL SYSTEMS, INC. – Regional Sales Manager, Western Region, 2005-2006

PILLING SURGICAL, INC., – Area Vice President, Western Area & Latin America, 2001-2005

HILL-ROM – Area Vice President, Western United States, 1999-2001

MCKESSON MEDICAL SURGICAL, INC. – Vice President National Accounts 1998-1999

MCKESSON MEDICAL SURGICAL, INC. – Regional Vice President, 1996-1998

OWENS & MINOR – Regional Vice President, 1994-1996

OWENS & MINOR – Division Vice President, Seattle, 1993-1994

OWENS & MINOR – General Manager, Los Angeles, 1991-1993

DIVERSIFIED MEDICAL PRODUCTS – Founder & Principal, 1985-1991

ACHIEVEMENTS

HUGS – Founder

CAREER COACHING CATALYST – Founder

KEN DIEBNER BUSINESS SOLUTIONS – Founder

2ND CHANCE PROJECT – Co-Founder

MCKESSON – Neil Harlan Outstanding Volunteer Award, 1999

AMERICAN RED CROSS – Good Samaritan Award, 1999



MCKESSON GENERAL MEDICAL – Leadership Cup Award, 1997
OWENS & MINOR – President’s Award, 1995
OWENS & MINOR – President’s Award, 1994
OWENS & MINOR – The Spirit Award, 1994
LEDERLE LABORATORIES – Gold Cup Award, 1980

EDUCATION

Bachelor of Science in Biology, University of Arizona, Tucson, AZ, with a minor in Chemistry.

KEN DIEBNER BUSINESS SOLUTIONS

Ken Diebner Business solutions was founded with the vision of providing services that complement senior level activity to help organizations meet the demanding needs of their business. As a servant leader, I adapt to a variety of projects that include, but are not limited to the following:

- Business Development
- Collaboration & Development of Strategic Plans
- Competitive Intelligence
- Excel & PowerPoint Skill Development
- Growing Powerful & Effective Sales Teams
- Identify & Benchmark Key Performance Metrics
- Presentation Skills Training
- Sales Analysis & Interpretation
- Support Budgeting & Forecasting Efforts
- Transition Management

Career Coaching Catalyst was founded with the vision of inspiring sales professionals to grow and develop to become the best that they can be. This chapter of the Roadmap to Success business model includes personal development focused on presentation skills, C-level selling, mentoring, strategic account management, and personal career development. Whether a client’s goal was to capture market share, exceed sales expectations, or secure the next promotion, our mission my mission was to develop, lead, coach and inspire sales teams along a path to success.