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How I got the job: Jason Minderman, peripheral vascular disease consultant

About the employer: BioMedix, based in St. Paul, Minn., focuses on early detection of vascular disease through integrated technology and software solutions. The Kansas City office is one of five regional U.S. bases.

My role: I am a peripheral vascular disease consultant working primarily with vascular specialists to help them build referral networks with primary care physicians to find and treat peripheral arterial disease in its early stages. My role includes working as the Midwest account manager, with territory covering Nebraska, the western half of Missouri, and Kansas City and Wichita.

How long have you been in this position?

Since January.

How did you find your job?

I called a former colleague from Entercom Broadcasting, where I had worked the last five years, who was a sales representative for BioMedix. He gave my resume to the vice president of sales in St. Paul. After an initial phone interview with my former colleague, I was interviewed by the director of sales and then made a presentation about BioMedix to a regional manager. Next, I was interviewed by the sales VP and, briefly, the CEO. I was offered the job immediately afterward.

What helped the most in the job search?

I learned a lot about setting goals and having confidence in the sales mastery program at the Coffman Group, a coaching organization in Overland Park.

What didn't work?

Recruiters did not work for me, because I had no medical background. I had to rely on my networking and personal resources.

What is your best advice for others in the job search?

- Find a company that suits you.
- Do some soul-searching. I know that the philosopher's advice to find something you love is a cliché. However, I have to say it works. For example, if you love building relationships and consulting, find an avenue to do that for businesses in a field that is fulfilling to you.

What is your educational background and work experience?

I have a bachelor's degree in journalism from the University of Nebraska-Lincoln. Before moving to Kansas City with Entercom Broadcasting, where I worked in new business development and event sales, I was an account executive at a radio station in Omaha.

How does this job fit into your long-term career plans?

Working for a private company with such tremendous growth provides me with countless opportunities. My long-term goals include starting my own sales and management consulting business.

| Sue Dye Babson, special to The Star