

Application Form

Profile

Steve _____ J _____ Murphy _____
 First Name Middle Initial Last Name

_____ Suite or Apt _____
 Home Address

_____ State _____ Postal Code _____
 City

_____ Email Address

Inogen Oxygen _____ West Coast Manager _____
 Employer Job Title

_____ Alternate Phone _____
 Primary Phone

Question applies to Washoe County Planning Commission, Washoe County Board of Adjustment

Do you live in unincorporated Washoe County?

Yes No

How long have you lived in Washoe County?

2.5 years

What district do you live in? *

District 5

Question applies to multiple boards

Are you registered to vote in Washoe County?

Yes No

Interests & Experiences

Which Boards would you like to apply for?

Washoe County Planning Commission: Submitted

Please tell us about yourself and why you want to serve.

Why are you interested in serving on this board/commission?

I want to give back to my community

How do you feel you are qualified to serve on this board? Please include any past board/commission experience.

I have management experience

[Resume_2-28-2022.pdf](#)

Upload a Resume

Please attach a letter of recommendation.

Nepotism

Do you currently serve on any boards/committees?

Yes No

If yes, please list the boards/committees

Are you related to anyone employed by Washoe County by blood or marriage?

Yes No

If yes, please list the names and relationship of all persons you are related to.

STEVE MURPHY

"Business Development with Results"

SUMMARY

Successful sales professional with more than 30 years of experience in the medical and technology services industries. Effectively contribute to team efforts and successes. Recognized as a highly productive, dependable, and efficient problem solver.

PROFESSIONAL EXPERIENCE

INOGEN OXYGEN, San Diego, CA

5.5 years -Currently

Employed

HME Field Development Representative

Managed B2B sales for the west coast. Built a new west coast territory for the B2B team. Increased the monthly sales from \$30,000 to over \$750,000 per month in less than four years.

Referral Development Manager

Front line Sales for the San Diego area. Started and built up a successful sales territory from nothing. Worked with doctors and case managers in hospitals, outpatient offices and Rehab facilities. Increased sales from zero to over \$100,000 per month in less then two years.

MERCEDES BENZ OF OXNARD, Oxnard, CA

2 years

Internet Sales Manager

Responsible for development of the internet sales department. Assisted clients through the research phase of the buying process. Increased overall internet sales by 13% and provided an exceptional customer experience.

STEVE THOMAS BMW, Camarillo, CA

1 year

Sales Executive

Learned the particulars of the automobile buying process, sold 125 BMW vehicles, was rookie of the year.

SUNTREK SOLAR, Port Hueneme, CA

3 years

Outside Sales Executive

Responsible for development and sales for commercial, government and residential accounts for the Suntrek Solar Company. Was responsible for the sale and installation of the following projects: Port Huemene Navy Base, China Lake Naval Base, Lemoore Naval Base and Yosemite National Park

KONICA MINOLTA INC., Windsor, CN

5 years

Key Accounts, Outside Sales Manager

Responsible for initiating, developing, and retaining large national accounts, including *Fortune 100* and 500 organizations such as Toyota USA, KB Homes, and ARC. Developed the Toyota account using relationship building skills, managed 12 manufacturing facilities throughout the country, maintained the printing assets for all KB Home locations and implemented customer purchasing processes nationally for ARC.

IKON OFFICE EQUIPMENT, San Diego, CA

15 years

Major Account Sales Manager

Designed, created, and initiated an outside sale team for the purpose of driving revenue and gross profit. Hired, trained, and managed an outside sales team of 10 to 15 reps. Tracked statistics to monitor the progress and success of the team, analyzed data to justify the feasibility of document management systems, exceeded expectations and performance goals, forecasted performance monthly, quarterly, and annually.

ACTION ELECTRIC, Port Orchard, WA
Project Forman

6 years

Journeyman level project manager for commercial electrical installations.

US NAVY, Groton, CO
IC2

4 years

Interior communications electrician on the USS George Washington Carver submarine.

EDUCATION

Two years, Tacoma WA Community College

PROFESSIONAL DEVELOPMENT

- Sandler Sales Training
- Personal Contact Marketing
- Spin Selling Course
- Priority Management
- Leadership & Supervisory Skills
- Behavioral Interviewing
- Time Management
- Relationship & Presentation Selling Skills

Advantages

- Current Inogen Employee
- Experience with Doctors/Hospitals
- Trained on Inogen equipment.
- History of self-management
- Experience developing new accounts