

WOOTEN GROUP

Wooten Group and Skye Agency, based in Dallas, TX, specialize in helping healthcare clients and their brand teams excel at convention exhibits through expert staffing.

Founded by Rusty Wooten in 2008 (Wooten Group) and 2014 (Skye Agency), both firms focus on maximizing engagement opportunities for pharma and device companies at medical conventions.

Wooten Group engages former medical sales experts with extensive knowledge and experience in working with healthcare providers and accounts. Skye Agency is comprised of engaging and educated non-medical professionals.

Since 2008, they have staffed over a thousand conventions across various medical specialties like Cardiology, Dermatology, Endocrinology, Gastroenterology, Hematology, Infectious Disease, Neurology, Oncology, Pharmacy, Pulmonology, and Rheumatology.

When we ask the former medical sales professionals, why do you like working with Wooten Group, top responses included:

- Staying involved in the medical industry.
- Making a difference in the industry
- Meeting healthcare providers globally
- No call reports, samples, district managers, or POAs
- Work ends when the exhibit closes.
- Flexibility to work as desired.
- Love for travel
- Option to take spouse along (at own expense)
- Reconnecting with former colleagues at conventions
- Building new friendships within Wooten Group

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Dear Potential Wooten Group Professional,

From experience, not all great medical sales professionals excel at staffing conventions. The number of new members invited is based on many different variables, including customer demand, your location, and the number of conventions you can staff each year.

To ensure a good fit for both parties, we want to set proper expectations. Please review this document before expressing your interest in working with Wooten Group.

Thank you for your interest,



Rusty Wooten

Founder

WOOTEN GROUP

SKYE
A G E N C Y

WOOTEN GROUP

Wooten Group Exhibit Professionals

Medical sales experts who have completed successful careers with leading pharmaceutical and device companies.

Work Relationship

Wooten Group Exhibit Professionals function as 1099 consultants or contractors for Wooten Group.

Compensation

Wooten Group Professionals receive a fixed daily fee for each day they staff an exhibit.

Travel Expenses

All travel costs (flight, accommodation, transfers, and meals) covered. Wooten Group professionals will use their personal credit cards for expenses and submit reports for reimbursement.

Experience Requirements

- At least 10 years in the medical, pharmaceutical, or device industries
- A minimum of 10 years of sales experience, focusing on pharmaceuticals/biologics/devices.
- Proven history of successful sales to healthcare providers.
- Experience across various disease states and product categories.

Successful Wooten Group Professionals must

- Enjoy attending conventions.
- Quickly engage with people they do not know.
- Maintain an enthusiastic, positive attitude.
- Adapt well to changes in plans.
- Be willing and eager to learn up to date information.
- Enjoy traveling.
- Work well within a team.

Time Requirements

Wooten Group Professionals should aim to participate in at least five conventions/events annually for mutual benefit. US conventions typically last three days and global conventions usually extend to four days.

- New members to Wooten Group & Skye Agency must participate in a virtual session on Standards and Expectations, which takes 2-3 hours.
- Most roles with Wooten Group and Skye Agency are unbranded, requiring minimal training.
- There are other volunteer opportunities that could require extensive training.

Physical Requirements

- Must project a healthy physical appearance, with weight and height proportionate to your age.
- Possess good stamina and energy to stand and engage with convention attendees for extended periods without support.
- Maintain a friendly smiling demeanor while working.

Professional Attire Requirements

Wooten Group Professional Standard Attire

- Dark suits for men, dark pantsuits, or skirts with matching jackets for women.
- Sometimes clients provide logoed shirts.

Pluses (helpful, but not mandatory)

- Skills in group presentations
- Fluency in an additional language
- Experience managing trade shows or conventions.
- Experience in brand or marketing teams
- Medical Science Liaison experience

Additional Opportunities

- Novo Nordisk OES Program – Former Novo Nordisk professionals that have the time to train and represent GLP1 products at major conventions in the US.
- Skye Agency Opportunities – Given the services provided and pricing, Skye Agency manages a greater staffing volume than Wooten Group. Some of the Skye opportunities are open to our retired sales professionals who are waiting for more Wooten Group Opportunities.