

## WOOTEN GROUP

Potential Wooten Group Professional;

Since 2008, Wooten Group has provided exhibit staffing services at over 600 global medical conventions and congresses.

We serve at the pleasure of our medical clients who are some of the leading pharmaceutical and device companies. Everything we do is about exceeding the performance expectations of our clients.

When current Wooten Group Professionals were asked, “why do you enjoy working with Wooten Group”? Their answers;

- I get to stay involved in the medical industry
- I feel that I am still making a difference in the industry
- I enjoying meeting healthcare providers from all over the world
- I love that there are no call reports, samples, district managers or POAs
- My work stops when the exhibit closes for the day
- I have the flexibility to work when I want to work
- I love to travel
- I have the option (at my own expense) to take my spouse on the trip
- I see former colleagues at the conventions that I work
- I have made great new friends in Wooten Group

From experience, we have learned that not all great medical sales professionals are great at staffing conventions. Please review the attached document for more information about Wooten Group and the requirements needed to join.

Thank you for your interest,

Rusty Wooten

## WOOTEN GROUP

Wooten Group (WG) is a Dallas, TX-based company that specializes in helping healthcare clients and their brand teams maximize their convention exhibit return on investment by focusing on exhibit staffing. Wooten Group leverages medical sales professionals who have unsurpassed knowledge and experience callings on healthcare providers and accounts.



After spending 17 years in the pharmaceutical industry, Rusty Wooten started Wooten Group in 2008 to help meet critical client exhibit staffing needs.

WG clients include some the smallest of medical startups to some of the largest healthcare companies in the world. WG's experience staffing conventions is second to none. Since 2008, WG has staffed more than 600 global conventions and all over the world. WG has covered almost all major medical specialty conventions including but not limited to Cardiology, Dermatology, Endocrinology, Gastroenterology, Hematology, Infectious Disease, Neurology, Oncology, Pharmacy, Pulmonology, and Rheumatology.

## **Wooten Group Exhibit Professionals**

- Hand-selected sales professionals who have completed successful careers with top pharmaceutical and device companies.

## **Compensation**

- Wooten Group Exhibit Professionals work as 1099 consultants or contractors
- Wooten Group Professionals earn a set daily rate for staffing conventions

## **Travel Expenses**

- The client will cover all travel expenses (air, hotel, transfers, and food and beverage)

## **Experience Requirements**

- Minimum of 10 years in the medical, pharmaceutical or device industry
- Minimum of 10 years of sales experience promoting pharmaceuticals/biologics/devices to healthcare providers
- Experience across multiple disease states and product classes is a plus
- Documented record of success selling to healthcare providers

## **Personal Skill Requirements**

- Enjoy working conventions
- Ability to quickly engage with people you do not know
- Enthusiastic can-do attitude
- Good presentation skills
- Flexible when there is a change of plan
- Ability to learn new medical products
- Enjoy travel
- Punctual

## **Time Requirements**

- We ask that Wooten Group Professionals commit to working at least five conventions/events a year
  - US Conventions are generally three days long
  - Global conventions are four days long
- Participate in Wooten Group Convention Training – conducted virtually
- Participate (if invited) in product training. This time investment will change with each set of opportunities

## **Physical Requirements**

- Project a healthy physical image
- Physical stamina and energy to stand on feet (without assistance) engaging and presenting to attendees for long periods of time
- Lift 50 pounds without assistance
- Able to smile most of the day

## **Professional Attire Requirements**

- Wooten Group Professional Business Attire
  - Standard Attire– Dark suit for the gentlemen and dark pantsuit or skirt and matching jacket for the ladies.
  - Special Attire – Sometimes our clients might provide a logoed shirt for us to wear

## **Travel Savvy Skills**

- TSA Pre-Approved (willing to obtain)
- Valid US Passport (if you accept international travel)
- Know how to use services like Uber & Lyft & Air B&B

**Other Pluses (helpful, but not mandatory)**

- Group presentation skills
- Fluent in a language other than English
- Experience managing tradeshow or conventions
- Brand or marketing team experience
- Medical Science Liaison Experience