



David Alvarez (ACell)

Surgical Product Sales Executive for ACell

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An area sales manager for ACell, Inc., in Tampa, Florida, David Alvarez manages a team of 12 territory managers and develops sales strategies for the company's wound care and surgical products. Covering the entire state of Florida as well as parts of Alabama, David Alvarez's sales force was the highest-earning team for ACell in 2016, with a 15 percent increase in revenue from 2015. In addition to negotiating sales and contracts for major accounts, he trains surgeons and new hires on proper use and application of surgical products.

Mr. Alvarez previously worked as a territory manager for Spineology, Inc., where he sold spinal implant products to surgeons throughout Florida and, in 2012, reached 155 percent of his sales quota. He first gained experience in surgical product sales as a southeast area sales manager for Biolitec, Inc. He regularly attends annual medical association meetings such as the Eastern Association of Trauma Surgeons Conference and the American College of Surgeons Conference.

Mr. Alvarez earned a bachelor of science degree in economics from Florida State University. Outside of his professional endeavors, he is an avid sportsman who enjoys skiing, boating, and fishing and holds membership in the Southern Kingfish Association. Also a frequent golfer, he regularly plays at Westchase Golf Club in Tampa.

EXPERIENCE

ACell, Inc

Area Sales Manager

Mar 2013 - Present

EDUCATION

Florida State University

BS

Economics

Aug 1988 - Dec 1990