

# GAVIN DHANOI



## **HME HOME HEALTH LTD. REGIONAL SALES MANAGER**

I am a Registered Nurse with eight years of direct clinical experience, totalling 13 years in nursing across diverse specialties including emergency care, cardiology, oncology, and rehabilitation. My commitment to healthcare extends to education, where I have served as a clinical educator for nursing students at the university level.

Professionally, I have spent the last six years at HME, where I have recently been promoted to Regional Sales Manager.

**What skill and or experience will you bring to the committee?**

**Sales Expertise:** With a background in nursing and extensive experience in the medical equipment industry, I bring a deep understanding of product knowledge and industry trends. My knack for spotting sales opportunities has consistently driven revenue growth.

**Customer Relationship Management:** I take pride in building strong, lasting relationships with key clients, always striving to understand their needs and deliver tailored solutions. My clear and friendly communication style ensures I fulfill customer satisfaction.

**Leadership and Team Development:** I enjoy leading by example and mentoring junior team members, fostering a collaborative and supportive atmosphere within my sales team. Together, we achieve success and celebrate milestones as a team.

**Results-Oriented:** I have a proven track record of not only meeting my sales targets, but consistently exceeding them.

**How many BCCPA Conferences have you attended?**

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