

PRESTON D. WILLIS

MEDICAL DEVICE SALES LEADER | FIRST RESPONDER | FOUNDER | AI OPERATOR

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Medical-device sales leader, volunteer firefighter, founder, and AI operator combining field credibility, disciplined execution, and a bias toward useful things. Trusted across complex emergency-care sales cycles, live clinical environments, public-safety service, and source-backed product development.

\$6M+	120+	6x	500+
ANNUAL TERRITORY REVENUE	ACCOUNTS ACROSS GEORGIA	PRESIDENT'S CLUB, 2020-2025	EMERGENCY CALLS SINCE 2021

PROFESSIONAL EXPERIENCE

STRYKER EMERGENCY CARE Account Manager Greater Atlanta Area Own the full sales cycle for Stryker's Emergency Care portfolio across a multi-county Georgia territory, partnering with fire departments, municipal and private EMS agencies, law enforcement, and hospital accounts. • Manage and grow 120+ accounts generating more than \$6 million in annual revenue. • President's Club and quota achiever in 2020, 2021, 2022, 2023, 2024, and 2025. • Lead strategic account planning, product demonstrations, in-service training, and post-sale support. • Bring hands-on EMT/AEMT and firefighter perspective to complex clinical and operational decisions.	2019 - Present
STRYKER EMERGENCY CARE Sales Specialist Georgia Built statewide demand for resuscitation, airway, evacuation, data, and service solutions while supporting pre-hospital sales representatives across Georgia. • Achieved 268.7% of quota in the first partial year. • Developed a regional network of clinical thought leaders and advanced opportunities through Salesforce forecasting. • Promoted to Account Manager based on performance.	2018 - 2019
STRYKER ENDOSCOPY PROCARE Specialist Atlanta Metropolitan Area Provided live clinical and technical support during surgical procedures, working alongside surgeons and operating-room teams to keep endoscopy systems performing at their best. • Troubleshoot equipment during high-stakes procedures and educated physicians and staff on technology. • Built the clinical foundation that powered the transition into medical-device sales.	2017 - 2018

SERVICE AND FIELD LEADERSHIP

OCONEE COUNTY FIRE RESCUE Volunteer Support Firefighter & First Responder 2021 - Present Oconee County, Georgia Respond to medical and fire calls across a seven-station volunteer district, provide patient care, operate equipment, participate in department training, and stay close to the realities of pre-hospital work. • Responded to 500+ emergency calls since 2021. • Named Station 6 First Responder of the Year four times, 2021-2024.

AI PRACTICE AND COACHING

Use AI as an operating partner across research, product design, data analysis, sales workflows, quality assurance, and content production. Build guarded systems that can draft, check, and prepare work while consequential decisions remain with a person. • Built source-backed products and repeatable operating workflows across multiple business concepts. • Coach others to frame the real problem, build a repeatable workflow, verify evidence, and keep judgment in the loop. • Apply the practice directly to CaliberAtlas, LocateSeptic, FoundationRepairData, and Refile.

SELECTED VENTURES

CaliberAtlas Educational data product	Independent ballistics reference with 155+ cartridge entries, comparison tools, calculated trajectory data, and transparent sourcing.
LocateSeptic Public-data utility	Free directory turning official state rosters into a practical installer and pumper search across five states.
FoundationRepairData Consumer decision tool	County-scale expansive-soil risk view built from USDA data to help homeowners evaluate repair decisions.
Refile Service design	Human-reviewed document preparation for Florida reroof correction notices and contractor-ready response kits.
Mutual Aid Supply Co. Public-safety apparel	Firehouse-born apparel for the public-safety community, with a portion of every order funding practical equipment for under-resourced crews.

EDUCATION AND TRAINING

B.S., Marketing & Management
Berry College, Campbell School of Business | 2011-2015

EMT / Advanced EMT Training
Georgia Institute of EMS | 2012-2014

Prehospital Trauma Life Support
OnSite 911 | 2012-2014

RECOGNITION

President's Club
Stryker Emergency Care | Six consecutive years, 2020-2025

Station 6 First Responder of the Year
Oconee County Fire Rescue | 2021-2024

Academic & Founders' Scholarships
Berry College / WinShape Foundation | 2011

EARLIER EXPERIENCE

2016-2017 | Business Development Consultant | FLEX Healthcare

2016 | Inside Sales Manager | ELvation USA

2015-2016 | Physician Recruiter | Medical Doctor Associates

2014-2015 | Service Technician | HiTech Healthcare

2011-2014 | Marketing & Guest Experience | WinShape Foundation

2010-2012 | Marketing Consultant | Chick-fil-A Franchise