

**Sandy Cantwell**  
**Sales / Sales Operations Leader**



Sandy Cantwell is an accomplished sales and sales operations leader with broad based expertise in creating strategy, sustainable processes, and tools that optimize sales force effectiveness, improve customer experience and achieve competitive edge in dynamic markets. Sandy's extensive healthcare industry experience includes roles in field sales, sales leadership, sales operations and human resources.

She has facilitated multiple sales strategy and sales organization restructurings, automated sales forces and built centers of excellence for sales performance and incentive compensation management. As a "role up your sleeves" leader she is passionate about delivering exceptional results by fostering collaboration, being resourceful and embracing change.

She has contributed to the success and development of our leaders of tomorrow at American Hospital Supply, Baxter, Allegiance and most recently as the Vice President of Sales Operations at Cardinal Health. Her breadth of experience includes enterprise wide responsibilities supporting over 1200 selling resources across multiple business units with over \$30 billion in revenue.

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*Sandy is a sales transformation leader who creates sustainable processes, tools and support structure that enable sales teams to be the most effective, motivated and successful in their industry.*

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Sandy has a Bachelor of Arts in Business Administration from Michigan State University and was a key content contributor to the book "Building a Winning Sales Management Team - The Force Behind the Sales Force" published in 2012.

**Find out more about Sandy at [www.linkedin.com/in/sandycantwell](http://www.linkedin.com/in/sandycantwell)  
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