

CHARLES L. DRURY, DDS, AEGD, FAGD

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CONSULTATIVE SALES | PROFESSIONAL ADVISING | MEDICAL/DENTAL DEVICES

Dynamic, innovative, and accomplished Dental Sales Specialist and Professional Advisor focused on achieving a broader impact within the Health Care Industry using extensive Patient Care and clinical experience. Proven track record of expertly applying advanced technologies, comprehensive product knowledge, and extensive industry education to optimize Patient and Practitioner outcomes. Respected as a motivational leader and influential collaborator who guides team members to successfully achieve demanding productivity targets and business objectives. Builds and maintains lasting relationships with clients, vendors, and other industry professionals, driving sales and company expansion through a people-focused approach. Exemplary educational qualifications include a Doctor of Dental Surgery from The University of the Pacific. Out-of-the-box thinker committed to continuously improving client engagement and delivering bespoke solutions to optimize individual practice success and long-term company growth.

SELECTED HIGHLIGHTS

- ❖ Served as co-owner and lead Dentist at a successful private practice, contributing extensive skills & industry acumen attentively managing, coaching, and developing a highly productive, results-driven, and diverse professional team, cultivating a lucrative network of Dental Specialists, Vendors, and Technicians to ensure every Patient received the best available treatments and services.
- ❖ Maximized efficiency, minimized errors, and improved patient satisfaction by providing Practice Staff with ongoing educational opportunities and fostering open communication among all employees.
- ❖ Established Patient rapport, ensured Patients were fully informed of all available product and procedure options, and provided excellent overall care through the application of superior communication abilities.
- ❖ Enabled 100% client base expansion and 190% revenue growth during tenure by designing and implementing innovative process improvements across medical and administrative functions.

CORE COMPETENCIES

- | | | |
|------------------------------|--------------------------|---------------------------|
| ▪ Consultative Sales | ▪ Medical/Dental Devices | ▪ Territory Expansion |
| ▪ Business Development | ▪ Case Management | ▪ Impactful Presentations |
| ▪ Customer Service/Solutions | ▪ Practice Growth | ▪ Strategic Planning |
| ▪ Relationship Building | ▪ Process Improvement | ▪ Team Development |

PROFESSIONAL EXPERIENCE

PROMETHEAN DENTAL SYSTEMS | WATKINSVILLE, GA | 5-2022 – PRESENT

Board Advisor

- Form strategic business partnership relationships
- Advise on current innovative disruptive technologies
- Develop new technologies and help with business development

TEETHCLOUD.ORG | 5-5-2022 – PRESENT

Thought Leader

- Form strategic business partnership relationships
- Advise on current innovative disruptive technologies
- Develop new technologies and help with business development

PROFIT4DENTISTS.COM | 5-2022 – PRESENT

VP of Partnership Relations

Form strategic business partnership relationships

REVERE DENTAL PARTNERS | 5-2022 – PRESENT

Dental Advisor VC for Oral Health

Form strategic business partnership relationships

UNIVERSITY OF STETSON | DELAND, FL | 2020 – PRESENT

Board Advisor -Disruptive Innovation and Leadership

RECORDLINK | CARLSBAD, CA | 2010 – PRESENT

Consultant/Acting VP of Clinical Affairs

- Designed and created software, collaborating with Software Engineers overseas on projects while engaging in project management, ensuring content creation was relevant for the industry.
- Performed competitive market analysis
- Delivered impactful presentations to investors.
- Collaborated in the sales cycle to ensure closure of deals.
- Optimized existing relationships and networked to gain new clients.

PRIVATE PRACTICE | BONSALL, CA | 2005 – 2020

Owner/Dentist

- Attentively managed, coached, and developed a highly productive and results-driven team of Dental, Medical, and Administrative Professionals as the co-owner of a private dental practice.
- Established dynamic and mutually beneficial relationships with Team Members, Patients, and Colleagues while cultivating a reputation as a professional, compassionate, and highly skilled practitioner.
- Provided Practice Staff with ongoing educational opportunities and fostered open communication among all employees to maximize efficiency, minimize errors, and improve Patient satisfaction.
- Served as a trusted advisor to 3K+ loyal Patients and oversaw all operations to maintain a thriving practice.

PRIVATE PRACTICE | SAN DIEGO, CA | 2002 – 2004

Owner/Dentist

- Cultivated a lucrative network of Dental Specialists, Vendors, and Technicians as the co-owner of a thriving private dental practice; contributed extensive skills and industry acumen to the dynamic and professional environment, ensuring every Patient received the best available treatments.
- Continuously participated in educational and professional development opportunities to learn about emerging dental products and procedures, as well as building the skills and expertise required to adequately educate Patients.

UNIVERSITY OF THE PACIFIC SCHOOL OF DENTISTRY | SAN FRANCISCO, CA | 2001 – 2002

Resident, Advanced Education General Dentistry

- Delivered comprehensive dental care to healthy and medically compromised Patients, attended supplemental seminars, and participated in rotations at hospitals and community clinics to complete the accredited postgraduate program focused on advanced clinical training and experience treating Patients requiring dental care.
- Garnered extensive training and skills in all aspects of modern dental procedures, as well as appropriate use of state-of-the-art equipment and current and emerging techniques.
- Achieved 2nd Place for Aesthetic Dentistry at the 2001 OKU-Sutro Clinical Excellence Day.

MINOLTA BUSINESS SYSTEMS | TORRANCE, CA | 1997 – 1998

Sales Representative

- Identified, qualified, and developed target prospects and their buying cycles for the assigned territory.
- Developed client relationships from initial contact to needs analysis, account development, product demonstration, proposal, and installation, closing numerous high value sales per quarter.

- Demonstrated comprehensive knowledge of the sales cycle and contributed immense gains to the company's bottom line by building value, identifying relevant solutions, and overcoming objections to close lucrative deals.

USC ORAL MICROBIOLOGY LABORATORY | LOS ANGELES, CA | 1994

Research Technician

- Scheduled and performed various experimental studies, adeptly handling lab specimens for complex research.
- Conducted analytical evaluations and prospective clinical evaluations for clinical studies and trials.

EDUCATION

University of the Pacific School of Dentistry, San Francisco, CA

Doctor of Dental Surgery and Advanced Education General Dentistry Residency

- **Relevant Experience:** Externship in Removable Prosthodontics – VA Hospital (Palo Alto, CA), AEGD Oral Surgery Residency – Highland Hospital (Oakland, CA)
- **Awards/Honors:** 2nd Place, Aesthetic Dentistry – OKU Clinical Excellence Day (2001)
- **Clubs/Activities:** Vice President – Periodontal Study Club, School Representative

University of California-Riverside, Riverside, CA

Bachelor of Science – Psychobiology (Neuroscience)

- **Clubs/Activities:** Scuba Club – President, CPR Health Instructor, Neuroscience Laboratory – Lab Technician

Certifications or Additional Education

- Adult Oral Conscious Sedation Certificate
- ACLS – American Heart Association (exp. 2004)
- EMT-1 Certification – Center for Pre-Hospital Care at UCLA

ADDITIONAL CREDENTIALS

HONORS & AWARDS	<ul style="list-style-type: none"> ▪ U.S. Senate Recognition for Outstanding Community Service (2016) – Senator Joel Anderson ▪ U.S. Senate Recognition Board of Directors (2014) – Senator Mark Wyland ▪ California Legislature Assembly Certificate of Recognition (2014) – Marie Waldron, 75th District Assembly Member ▪ California Legislature Assembly Certificate of Recognition (2014) – Colonel Rocky J. Chavez, 76th District Assembly Member ▪ County of San Diego Certificate of Appreciation (2014) – San Diego County Supervisor Bill Horn ▪ U.S. House of Representatives Recognition for Outstanding Service (2014) – Congressman Duncan Hunter ▪ U.S. Special Congressional Recognition for Outstanding Service (Bonsall Chamber of Commerce Board of Directors) (2014) – Senator Joel Anderson ▪ Top Dentist Award (2008-2020) – <i>San Diego Magazine</i> ▪ Fellow (2008) – Academy of General Dentistry
PROFESSIONAL DEVELOPMENT	<ul style="list-style-type: none"> ▪ Recordlinc.com – Dental Advisor ▪ Host, Spring Scientific Session – California Dental Association
LECTURES & FACULTY POSITIONS	<ul style="list-style-type: none"> ▪ Introduction to Dentistry – Career Day at Bonsall Middle School (2011) ▪ “CAD/CAM, What’s Possible?” (Digital Restorative Dentistry) – American Academy of General Dentistry (2011) ▪ Women’s Health Organization (Oral Health) – Fallbrook Hospital (2010) ▪ Voluntary Clinical Instructor – University of California School of Medicine (2004-13) ▪ Clinical Instructor, Local Anesthesia – University of the Pacific School of Dentistry (2001-02)

ORGANIZATIONS

- San Diego Dental Society – Member
- Academy of General Dentistry – Member
- Delta Sigma Dental – Member
- American Dental Association – Member
- California Dental Association – Member
- American Academy of Cosmetic Dentistry – Former Member

VOLUNTEERISM

- Fallbrook Smiles Project – Clinical Treatment, Dental Screenings, Education
- Special Olympics at UC-Berkeley and SDSU
- Bonsall Chamber of Commerce – Former Board Member
- College Area Business District – Former Board Member