

**TIM WILEY** BIOGRAPHY**TIM WILEY**

Tim Wiley is a facilitator and coach for CEO's and leadership teams of mid-market companies looking to improve their management of people, strategy, execution and cash.

He is highly experienced in hiring, change management, sales and execution as a former independent US Distributor for Zimmer, Inc.

Tim managed over 90 employees as the 5th largest Zimmer territory with manufacturer sales over \$102M and growth during his tenure of over \$36M, with an aggregate 10-year rank of #4/32. Tim acquired the expertise to help other mid-market businesses achieve similar success.

Tim is affiliated with Gravitas Impact Premium Coaches and is a Four Decisions® Certified Coach.

**Executive Summary**

Tim Wiley is the founder and president of Wheelhouse Coaching LLC. He developed proven leadership skills from an early age as an entrepreneur starting two businesses before college. Tim honed his sales and management skills for both corporate and independent companies, ultimately owning an independent medical device distributorship for 10 years. Nearly doubling his sales to \$102M in eight years, he developed top ranking strategies for sales and operations, achieving record profits and building a successful employee team.

**Industry Specialties**

- Executive Coaching & Facilitation
- Manufacturing and Distribution
- Medical Device Sales

**Coaching Specialties**

- Leadership Team Development
- Sales
- Rapid Growth

**Specific Expertise**

- Change Management
- Hiring
- Strategic Planning
- Sales operations and execution

**Current**

- Founder and President, Wheelhouse Coaching, LLC
- Certified Four Decisions® Coach, Gravitas Impact Premium Coaches

**Past**

- Principal Owner, President, Zimmer Midwest
- Co-Distributor, Zimmer Rowland Associates
- Vice President, Sales, Zimmer Rowland Associates
- Independent Sales Associate, Sterile Design, Inc.

**Education**

- Bachelor of Arts, Biology, Indiana University Bloomington