

## CME Expands, Restructures Sales Team as Equipment, Logistics Revenues Surge Nationwide

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*With eye toward enhancing customer service, move creates eastern, western divisions led by experienced regional managers*

In a reorganization designed to provide better customer service to its growing client roster, [CME Corp \(CME\)](#) has increased its national sales team by more than 25 percent and established two territories offering market-leading healthcare equipment and direct-to-site logistics solutions

Both former Account Managers with many years of success at CME and strong ties within the industry, Keith Olson and Shannon Trahan have been promoted to Sales Managers, giving clients additional touch points with CME at a corporate level. Olson is based in the company's Rhode Island headquarters and serves the Eastern U.S., while Trahan heads a new office in Houston that services clients from the Central Region to the West Coast.

"Shannon and Keith are transformative leaders, each with deep knowledge of the healthcare equipment supply chain, and they are committed to bringing the best-in-class experience to all our clients," said K.C. Meleski, Vice President of Sales for CME. "I am looking forward to seeing them thrive in their new roles as we continue to grow and help more facilities streamline operations and perform more efficiently."

CME has increased sales by about 25 percent each of the past two fiscal years, and Meleski expects that trajectory to continue long term as facility operators upgrade to keep pace with technological advancements, provide care for an aging population and keep their expenses under control. There is also an influx of mergers and acquisitions in the sector, which is fueling the need for equipment and logistical services, Meleski said.

"The need to cut costs and streamline processes has never been greater in the healthcare industry, and CME is right there to satisfy that demand," Meleski said. "Many of the biggest challenges facing facilities – whether it's sourcing the most appropriate equipment, figuring out how to install everything without disrupting operations or consulting on sustainability, HAI solutions or regulatory compliance – are right in CME's wheelhouse."

In addition to Trahan and Olson, CME has promoted Bob Charron to Sales Manager in a role that will oversee the company's government-facing sales functions, including the servicing of military bases and VA facilities.

**About CME:** CME is a comprehensive healthcare equipment and turn-key logistics company providing personalized support and service. With service centers nationwide that offer more than 1 million medical products from over 1,400 manufacturers, CME works to be a healthcare system's complete equipment solution providing product selection, procurement, warehousing, assembly, staging, direct-to-site delivery, installation, and biomed services for all of its equipment. For more information, visit [www.cmecorp.com](http://www.cmecorp.com).