

December 31, 2015

Organizational Announcement

Please welcome Roger Nagel as our new Area Director - West based in Denver, Colorado. Roger will report to me. Roger is responsible for driving sales throughout the newly defined Western Area, while respecting geographic restrictions from his previous commitments.

Roger brings over 20 years of industry experience with both Zimmer and Biomet, before declining offers to continue on with the combined company. He will be a resource for all of us at Medacta USA having served in a variety of sales, marketing and operations roles throughout his career. Growing up in a military family, Roger was no stranger to relocations. This proved to be a professional asset, as well. Shortly after graduating from Michigan State University, Roger began his sales career with the local Zimmer distributor. He then moved to Texas, where he was a successful sales representative before assuming his first leadership role as the Vice President of Operations for the Southern Texas & Louisiana distributor. His success in this role, along with work in Zimmer's Sales Management & Leadership Forums, lead him to a corporate role in Warsaw, Indiana. For six years, Roger tackled various departments, gleaning experience in sales operations and reporting, web design, sales force automation, and medical education. Roger also played a vital role in the Centerpulse integration post acquisition. Roger was recruited to Biomet in 2007 where he served as a successful Area Vice President in the upper Midwest and mountain states.

Outside his professional pursuits, Roger and his wife, Susan, enjoy all the outdoor activities of living in the Denver area. Whether it's on the links, slopes or afield on the hunt, it's safe to say that if Roger isn't working, he's outside! An active member of the "Sparty Nation," he also won't miss an opportunity to update you on any varsity sport of his beloved Spartans. Please join me in welcoming Roger to the Medacta USA team.

Matt Goudy
Vice President - Sales