

# Joe Riggs

---

## Summary of Experience

- Recipient of Numerous National Sales and Production Awards.
- National Sales Training
- Sales Management in Medical Device and Finance
- Public, Private, and Nonprofit Sector Financial Operations and Budget
- Public Policy
- Media and Government Relations
- Organizational Recruiting and Development
- Program Advocacy
- FINRA Licensed Series 7, 63, 24

An entrepreneurial leader with demonstrated organizational, analytical, and communications skills. Achievement-oriented with foresight; a dedicated team player who is able to work independently within the organization.

## Professional Experience

### **FINANCIAL ADVISOR | MERRILL LYNCH | FROM 1/2019**

- Transitioning back into wealth management..

### **OWNER | ALASKA HEALTHCARE STRATEGIES | FROM 2012**

- I have successfully independently represented surgical capital equipment, disposables, implants, and biologics with a primary focus in orthopedics. Including sports medicine, joint replacements, extremity solutions, trauma, biologics (including tendon, dermis, and bone), and limb salvage. Capital equipment that I have successfully sold include large and small bone power, advanced arthroscopic and laparoscopic video systems, resection, and instruments.
- Recipient of numerous "rookie of the year", production, quota achievement awards, and bonuses.
- I Currently represent:
  - Orthofix, external fixation and biologics.
  - Veran Medical Technologies, Pulmonary and IR 3D EM navigation.
  - Amniox Medical's line of regenerative medical products.

### **TERRITORY MANAGER | COMEDICAL | 2010-2012**

- Territory manager for specialty medical device distributor.
- Represented a variety of products, both capital and disposable, that spanned most of the healthcare space including:
  - Surgery
  - Anesthesia
  - NICU/Labor and Delivery
  - Emergency Room
  - Cath Lab and Interventional Radiology
  - Respiratory Therapy
  - General medical floors
  - Lab and Pharmacy
  - Acute Care
  - Patient Monitoring

#### **PARTNER | BACK IN MOTION CHIROPRACTIC | 2002-2011**

- Partnered with my physician spouse in this start up medical clinic.
- We adjusted the business model and grew the company to the point where I was able to pull back from involvement in day to day operations and assume an advisory role.
- Managed growth as the company grew at an exponential rate.
- Recruited and hired long term staff that was able to assume the daily operations of the company.
- Maintains the reputation as one of the leading chiropractic clinics in Anchorage.

#### **PRINCIPAL | RIGGS INVESTMENT SERVICES | 2000-2002**

- Established my own firm in order to expand the basic services that I provided at Edward Jones to include real estate investment, business development, consulting, and venture funding. I also had the freedom to recruit and train additional advisors as staff.
- Increased my rate of revenue growth over my former business.
- Funded business ventures within the community.
- Assisted in negotiating private/public partnerships.
- Firm was purchased in 2002.

#### **INVESTMENT ADVISOR | EDWARD JONES | 1996-2000**

- Established one of the first offices in Alaska.
- Rapidly grew office revenue to profitable status.
- As growth coordinator, I recruited, placed, trained, and mentored advisors statewide.
- Recipient of numerous production awards including travel and bonus.
- Licensed series 24, 7, and 63.

## **Achievements and Awards**

#### **CANDIDATE, ALASKA STATE HOUSE 2018**

- Candidate for Alaska State House, 2018 Primary
- Ran on a healthcare advocacy platform.
- Organized physicians, facilities, and patients into a single group of supporters.

#### **EDWARD JONES**

- Prospecting Award 1996
- Bonus 1996-2000
- Travel Awards, 2 Per Year 1996-2000
- Promoted to Growth Coordinator for Alaska

#### **RIGGS INVESTMENT SERVICES**

- Successful Sale of Business.

## Community Service

### **ANCHORAGE BUDGET ADVISORY COMMISSION | VICE CHAIR**

- Appointed by Mayor Sullivan, served 2 terms ending June 2018
- Conducts review of Municipal and Anchorage School District budgets.
- Commission proposed a major PILT program.

### **MEMBER OF COMMONWEALTH NORTH**

- Member of Fiscal Action Coalition.
- Member of Energy Action Coalition.
- Member of Oil Investment Tax Structure group.

### **BLOOD BANK OF ALASKA | FORMER BOARD MEMBER**

- Board service ending in 2013.

### **CHALLENGE ALASKA | FORMER BOARD MEMBER**

- Final term ended in the Fall of 2014.

### **GREATER MATSU CHAMBER OF COMMERCE | FORMER BOARD MEMBER**

## Education

**UNIVERSITY OF ALASKA, BA IN ECONOMICS, GPA 3.6**