

## Exceptional Sales Growth leads to Multiple Promotions at HME Home Health



**October 27, 2023 (Richmond, B.C.)** – HME Home Health will mark its fiscal year end on October 31, 2023, which will cap off a successful year that saw exceptional sales growth. With this continued growth, HME is excited to announce the promotion of multiple Sales Team Members.

"HME has had a terrific year in 2023, with strong growth in our Pediatrics, Corporate Programs, Long-Term Care, and Adult Rehab Divisions," said Robert Boscacci, CEO and Co-Founder. "As part of this growth, we have expanded our Sales Leadership Team by promoting Jeff Lang to Head of Sales and Eli Paradis and Gavin Dhanoi to Regional Sales Managers."

As Head of Sales, Jeff will oversee the Sales Department's budget, strategic plan, and objectives while also leading the Pediatric Division. Eli will now oversee HME's Nanaimo Sales Team and HME's Contracting Division. Managing HME's Signature Series Line and Sales Team Members in Victoria and the Lower Mainland will be headed by Gavin.

Boscacci noted, "Eli and Gavin are both long-term members of our Sales Department and have shown over their many years of service that they are valued members of the HME Team and ready to take on this important next step."

Additionally, Jeff Lang has been promoted to Head of Sales with HME's Senior Leadership Team. Cameron Fleming, CIO and Co-Founder, stated, "Jeff started with HME in 2012 and was the first Sales Team hire we made when founding the company."

COO Michelle Harvey noted, "With the promotion of Jeff, Eli, and Gavin, HME will now have the managerial strength to continue to develop new markets and accelerate our growth further in 2024 and beyond."

"They are true Brand Ambassadors for HME, and their excellent work has assisted in making HME one of Canada's fastest growing Home Medical Equipment companies," said Harvey.

In responding to their recent promotions, Gavin and Eli noted their excitement to continue their career progression with HME.

"HME has always invested in promotion from within," said Gavin Dhanoi. "There is a commitment to investing in the growth of front-line team members."

Eli Paradis noted, "HME values its employees, and even from my early days at HME, there has always been active career and development coaching; in fact, Robert was my first business mentor."

Finally, Jeff Lang expressed his gratitude to HME's executives, "I have to thank Cam and Robert for investing in my development. From my initial hire, they have been supportive in their mentoring and coaching." Jeff continued, "Additionally, the opportunity I've had to work closely with Michelle over the past few years and learn from her strong leadership has helped me grow as a manager and has given me the skills to be successful in this new role as Head of Sales."

Starting from a single operation in B.C.'s Lower Mainland a decade ago, HME has expanded aggressively across the province in recent years and today has seven locations and over 75,000 sq ft. of office and warehouse in Richmond, Victoria, Surrey, Nanaimo, North Vancouver, and Kelowna.

The company's workforce is comprised of over 120 highly-trained professionals, technicians, and support staff.

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