



## **PAUL STEPHEN COULIS**

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Mr. Paul Coulis is a distinguished healthcare/medical product executive with significant corporate experience. His areas of expertise include strategy and channel development in both the U.S. (domestic) as well as international markets. His work over most of his career has focused on building highly successful channels-to-market while developing appropriate strategies to support the growth of those channels. Throughout his career, Mr. Coulis has added measurable value to companies of all sizes by consistently exceeding planned revenue, profit, and growth targets.

Mr. Coulis celebrates over 30 years in the healthcare and related products industry. He began his career with American Hospital Supply Corporation as a sales representative for their technical equipment division. He progressed through various management positions until being named Vice-President of Marketing for a newly acquired division. From American Hospital Supply, Mr. Coulis moved to Woodland Capital Company, where - as President - he started a medical product company from concept stage and grew the company to a successful initial public offering – in less than 5 years.

He was then named Vice-President of International for the Hill-Rom Company, a division of Hillenbrand Industries. During his 12 years with Hill-Rom, he led an organization which grew international revenues from less than \$6 million annually to over \$90 million annually.

Most recently, Mr. Coulis holds the position of President at Tempur-Pedic Medical, Inc. He has successfully developed a medical product business which the parent corporation, Tempur-Pedic International, proudly leverages to differentiate its core consumer business from major competition in the U.S. retail bedding industry.

The accomplishments that Mr. Coulis has generated throughout his career have all shared the common theme of growing both domestic and international business by creating compelling strategies and leading companies to clearly dominant positions in their respective markets. Going forward, he is also focusing energy on teaching business concepts and applications to students in one of the nation's leading business schools – Indiana University, Kelly School of Business. His objective is simply to share some of what he has learned throughout his career with the future leaders of America.