

## **Kevin Sheridan '03**

### **Please provide your biographical information.**

I attended WCU from 1999-2003. I finished with a liberal arts degree, with minors in Political Science and Education. I grew up in Philadelphia, PA.

### **What made you go into a Professional Studies degree?**

I started at WCU as an education major. After my first two years at WCU, I realized that I had other aspirations besides teaching. A “Professional Studies” degree allowed me to focus on business classes while hitting the requirements needed to graduate in a timely manner.

### **What is your official title and what are your responsibilities in your current position?**

I am the Owner of EJS Medical, a medical supply and device distributorship. We primarily provide Orthopedic and Neurosurgeons with devices and biologics implanted during spine surgery. Our responsibility as a company is to help grow the manufacturer product lines that we distribute while also partnering with our hospital system customers to provide equipment and service that fits in their cost structure.

### **What is a typical day like at work?**

What I love about my job, is that every day is different. A few days a week we get the opportunity to work in operating rooms with some of the brightest surgeons in the world. We work in many different hospital systems, but the one thing that is typical, is that all of the operating room personnel truly care that the patient is receiving their best efforts.

### **What have been the biggest challenges at work?**

A very smart surgeon once told me, “Get proficient at something that can not be commoditized, a profession or technology that won’t be eliminated, and run as hard and fast with that as you can”. Unfortunately, the current space that I am running a business in, does not meet that criteria. But, what I can tell you, is that you should work within a space that you feel passionate about, something that you love that does challenge you daily. I have found that. As long as you are creating relationships, and taking the mental inventory to better yourself in your field, you will be successful overcoming challenges.

### **What do you enjoy most about your current position?**

Starting a business that is paid from percentages of revenue created is a rush. Everyone on my team at EJS Medical is paid on performance. As we have grown, I have enjoyed being able to track the growth. Three years ago, we were barely surviving. My wife

Jackie (McKeever '04) Sheridan and I were only months away from selling our house and starting over with our two daughters Ella and Reese.

Big medical device companies in the area were going out of their way to try to block us from competing in many different hospitals. Beating the odds and continuing to provide surgeons and customers great service and products is by far the most enjoyable part of the job.

**Can you tell us more about your non-profit organization, Love From Liam?**

Love From Liam was spawned from the diagnosis of Bilateral Retinoblastoma in our nephew Liam at 6 months. Retinoblastoma is a pediatric cancer of the retina. We started an organization that raises funding and awareness for Retinoblastoma, and specifically for families of children receiving treatment. Love From Liam holds events throughout the year, and you can follow us at [www.lovefromliam.org](http://www.lovefromliam.org) to learn more about our organization. We are very pleased to have the opportunity by doing this interview to have more people follow Love From Liam.

**What do you enjoy doing in your free time?**

I like spending free time with my family and friends. Work and home life balance is very important, and I am always trying to create a balance that is appropriate to being a good father and husband.

**Where do you see yourself in five years?**

I am trying to enjoy where we are currently....in the now. I would like to think that EJS Medical continues to grow and create jobs that will allow me to focus strategically a lot more than logistically. I am hoping that Love From Liam has partnered with other organizations like WCU alumni and current student body, to continue to help families that are burdened financially during their children's cancer treatment.

**What advice would you give to a current student who aspires to follow in your footsteps and pursue a similar career path?**

If you are just starting at WCU, do not be in a rush to choose a major or an organization. Work with an advisor to make sure that you are hitting the general education requirements. Meet people on campus, and around town. Get involved in organizations that you see making positive impacts on West Chester. If you work hard and are meeting good people, you will find your path.

I had the pleasure of spending time with Dr. Robert Marbach while getting my political science minor. We connected instantly because he grew up very close to where I did in Philadelphia. Dr. Marbach was instrumental in pushing me into taking different leadership roles while I attended West Chester. I still live my life and judge others in business and in friendship based on the values that he instilled in me during my time at

West Chester. I would also say that the town of West Chester itself was instrumental. I hustled working my entire time at school, and some of the best business lessons I learned were from Ruberti's Screen Printing in town, and at Rino's Pizza in Exton.

**What do you consider to be your greatest accomplishments (both personally and professionally)?**

I have the two most beautiful, caring, smart, witty little girls- and nothing will ever top that for me. I am the most proud of how our family rallied to start Love From Liam for the pediatric cancer community here in Philadelphia.

**What's your favorite memory from when you were a student at WCU?**

WCU was such an incredible experience. We have made so many life long friends through the university. Meeting my wife Jackie (McKeever) Sheridan and falling in love and getting married is as good as it gets.