

Calvin Kun

Sales Representative

Goal-oriented customer service rep with 7+ years' experience. Seeking to boost Pfizer's sales KPIs through proven relationship-building skills. At Avalane, developed relationships with 110 new clients and typically exceeded sales goals by 20%, with 18% more in-person meets than average.

Experience

2015-07 - Outside Sales Representative

Avalane Pharmaceuticals

- Outside sales rep for over 250 clients in a respected pharmaceutical firm.
- Developed relationships with 110 new doctors.
- Exceeded sales quotas by 20% in every quarter.
- Closed sales 10% more frequently than the company average.
- Performed 18% more in-person meetings with sales prospects than other reps.
- Scored at least 99% in regular company product knowledge exams.

2013-05 - Inside Sales Representative

Azult Medical

- In charge of Northwest Territory for a high-volume medical products firm.
- Exceeded sales goals by 25% in every quarter.
- Built relationships with 150 new medical decision makers.
- Created ongoing customer needs analysis to raise retention by 35%.

2008-06 - Sales Representative Experience

Various

- Part time sales rep for Fluid Kayaks.
- Built relationships with key customers in own landscaping business.
- Closed average 5 sales per day in outbound telemarketing job.
- Expert in product knowledge in a busy outdoor retail shop.

Education

2008 - BS in Biology, Lander University

- Pursued a passion for human pathology coursework
- Excelled in business management classes
- Accepted into Hall of Leaders for exceptional community involvement

Additional Activities

- Member, NAPSR
- Used interpersonal selling skills to secure \$55,000 grant for local animal shelter
- Participate in regular mountain bike racing events
- Member of town council for Camona, MT since 2010

Certification

CNPR Certified Pharma Sales Rep - NAPSR

Conferences

2017 Antibiotics Summit

2015 Pain Medicine Conference

Publications

2017 Article on relationship building published in Sales Hacker

2016 Article on customer needs analysis linked to by Fortune

Personal Info

Phone

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LinkedIn

linkedin.com/in/calvingkun

Twitter

twitter.com/calvingkun

Soft Skills

Interpersonal Skills



Communication



Listening



Collaboration



Time Management



Goal-Oriented



Hard Skills

Relationship Building



Customer Needs Analysis



Closing Sales



Product Knowledge

