

# Alex Johnson

Clinical Sales Representative | Medical Devices |  
Client Engagement | Product Demonstrations

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## SUMMARY

With over 7 years of experience in medical sales, I excel in selling medical devices, engaging with medical professionals, and achieving sales targets. I've been recognized for consistently achieving high sales figures and providing exceptional product demonstrations. My passion for medical innovations and continuous learning drives my commitment to the medical sales industry.

## EXPERIENCE

Clinical Sales Representative 2017 - 2022  
Medtronic San Francisco, CA

Managed sales of medical devices, engaged with medical professionals, and achieved sales targets.

- Achieved 130% of sales targets for six consecutive months.
- Engaged with an average of 30 medical professionals weekly, providing product demonstrations.
- Organized medical seminars, resulting in a 20% increase in product awareness.
- Collaborated with the R&D team to gather feedback and improve product features.

Junior Sales Representative 2015 - 2017  
Boston Scientific Oakland, CA

Assisted senior representatives, managed product viewings, and addressed client queries.

- Assisted in achieving product sales targets, contributing to 25% of total sales.
- Provided product information and demonstrations to medical professionals.
- Handled post-sales support, ensuring client satisfaction.
- Participated in medical conferences, promoting the company's product range.

## EDUCATION

Bachelor's in Biomedical Engineering 2011 - 2015  
University of California, Berkeley Berkeley, CA

## SKILLS

Medical Devices · Client Engagement · Product Demonstrations ·  
Sales Target Achievement · Medical Seminars · Feedback Collection ·  
Problem Solving · Communication · Client Support · Product Knowledge

## STRENGTHS

- Medical Devices**  
Skilled in selling medical devices, understanding their applications and benefits.
- Client Engagement**  
Expertise in engaging with medical professionals and understanding their needs.
- Product Demonstrations**  
Proficient in demonstrating product features and benefits to potential clients.

## LANGUAGES

English Native ●●●●●  
Spanish Advanced ●●●●●

## ACHIEVEMENTS

- Sales Achievement**  
Recognized for achieving the highest sales in the region for three consecutive months.
- Product Knowledge**  
Acknowledged for in-depth product knowledge, leading to effective sales pitches.
- Client Feedback**  
Gathered valuable feedback from clients, leading to product improvements.