

Resume Samples

Sample Sales Representative Resume:

John Doe
123 Main Street
Anytown, US 12345
(123) 456-7890
johndoe@aol.com

PROFESSIONAL EXPERIENCE:

Present Company 2001 to Present

Senior Territory Manager (May, 2002-Present)

Responsible for training and converting Gynecological surgeons in the utilization of the Vesica surgical device kit for percutaneous bladder neck suspension. Territory included Western states. Completed SPIN Selling and Strategic Selling training.

- Converted 22 surgeons to Vesica procedure 1995
- Highest revenue for InSurg division 1995

Territory Manager (September, 2001-May, 2002)

Responsible for calling on Urologists in high volume territory, which included several teaching institutions. Specialties involve endourology, incontinence, and BPH. Completed capital equipment sales training.

- Tracked at \$200,000 increase for 1Q & 2Q 1996
- Converted 18 surgeons to Vesica procedure 1996
- Sales Advisory Council
- Promoted to Senior Territory Manager

Account Representative (April, 2001-September, 2001)

Responsible for territory management cardiac cath labs in Los Angeles area. Interacted closely with physicians and lab staff in introducing new products and programs as well as supporting educational activities. Responsible for high level accounts such as Cedars-Sinai, Kaiser, UCLA, USC, and the Hospital of Good Samaritan. Offered sales positions with SCIMED upon completion of merger with Boston Scientific.

- Increased usage in key accounts
- Increased sales by 28% 1994
- Tracked at 138% of plan for 1Q through mid February 1995
- Promoted to Territory Manager

Past Company 1998 to 2001

Account Representative (July, 1998-April, 2001)

Train surgeons and operating staff in both clinical and laboratory settings on the application