

Calvin Kun

Sales Representative

Phone 406-521-9655

E-mail calvingkun@gmail.com

LinkedIn linkedin.com/in/calvingkun

Twitter twitter.com/calvingkun



EXPERIENCE

- ◆ 2015-07 - **Outside Sales Representative**
2018-08 *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**
2015-06 *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.
- ◆ 2008-06 - **Sales Representative Experience**
2013-05 *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.



EDUCATION

- ◆ 2008 - **BS in Biology, Lander University**
2012
 - Pursued a passion for human pathology coursework
 - Accepted into Hall of Leaders for exceptional community involvement



SOFT SKILLS

- ◆ Interpersonal Skills ◆◆◆◆◆
Expert
- ◆ Communication ◆◆◆◆◆
Expert
- ◆ Time Management ◆◆◆◆◆
Expert



HARD SKILLS

- ◆ Customer Needs Analysis ◆◆◆◆◆
Expert
- ◆ Closing Sales ◆◆◆◆◆
Expert
- ◆ Product Knowledge ◆◆◆◆◆
Advanced



CERTIFICATION

- ◆ CNPR Certified Pharma Sales Rep - NAPSR



CONFERENCES

- ◆ 2015 Pain Medicine Conference



PUBLICATIONS

- ◆ 2016 Article on customer needs analysis linked to by Fortune