

# CHRISTA MUELLER

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Denver Metro, Colorado

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## SALES PROFESSIONAL

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Sales Professional who is dedicated and confident in driving business objectives with a determination to successfully grow sales and further develop exceptional selling skills. Self starter with excellent investigative and organizational abilities. Always presents a positive and professional attitude and personality supporting a strong ability to build and maintain professional customer and colleague relationships.

Professional proficiencies include:

- Effective relationship building
- Sales strategy development and execution
- Highly tuned time management skills
- Exceptional organizational ability
- Interpersonal skills
- Great ability to uncover customer needs
- Understand importance of teamwork
- Competency in selling to customer needs

## PROFESSIONAL EXPERIENCE

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### VERIZON COMMUNICATIONS, HIGHLANDS RANCH, CO

*Sales Representative, April 2013-Present*

- Sales Representative calling on medium sized businesses
- Responsible for securing voice and data service agreements and maintaining current customer base

### ASTRAZENECA, IOWA CITY, IA

*Sales Specialist, September 2005- April 2012*

- Sales Specialist calling on multiple medical specialties including Pulmonology, Allergy, Gastroenterology, ENT, Cardiology, Psychiatry and Primary Care
- Responsible for managing and generating sales in a large geographic territory
- Sell in various clinical settings including local hospitals, endoscopy laboratories and surgery centers
- Successful teamwork with members of other selling teams in order to be as effective and efficient as possible
- Extensive clinical knowledge and in depth training across many medical therapeutic areas
- Develop initiatives to strategically sell to physicians with the most potential for market share growth
- Member of a leadership group designed to coach peers through technology changes in order to minimize disruption
- Teach advanced selling skills to peers and facilitate discussion surrounding field implementation

#### SALES ACHIEVEMENT

- Finished 2011 in the top 5% nationally for total portfolio sales
- Finished 2011 ranked #27 nationally for total portfolio out of nearly 700 territories
- #1 in the region in 2011 for market share with primary product
- #4 in the region in 2011 for market share with secondary product
- Finished 2010 with total portfolio sales in the top 12% nationally
- Everest Market Share Leadership Award 2011
- Summit 30 Club 2011
- Circle of Excellence winner 2011

### PDI INC, IOWA CITY, IA

*Contract Sales Representative, June 2003-September 2005*

- Sales across various therapeutic areas including Cardiology, Gastroenterology and Primary Care
- Sold products in hospital, surgery center, and clinic settings
- Utilized organization and time management skills to manage a geographically large territory
- Sold both independently and collaboratively with members of other selling teams
- Recruited by management for permanent position based on skills in developing relationships and clinical selling