

Calvin Kun

Sales Representative

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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 - 2018-08 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 - 2015-06 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.

2008-06 - 2013-05 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.



EDUCATION

2008 - 2012 BS in Biology, Lander University

- 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