

• **Personal Info**

- 406-521-9655
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- linkedin.com/in/calvinkun
- twitter.com/calvinkun

• **Soft Skills**

Interpersonal Skills



Communication



Listening



Collaboration



Time Management



Goal-Oriented



• **Hard Skills**

Relationship Building



Customer Needs Analysis



Closing Sales



Product Knowledge



Calvin Kun
Sales Representative

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.
- Created ongoing customer needs analysis to raise retention by 35%.

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.
- Expert in product knowledge in a busy outdoor retail shop.

• **Education**

2008 -
2012

BS in Biology, Lander University

- Pursued a passion for human pathology coursework
- Excelled in business management classes
- Accepted into Hall of Leaders for exceptional community involvement

• **Additional Activities**

- Member, NAPSR
- Used interpersonal selling skills to secure \$55,000 grant for local animal shelter
- Participate in regular mountain bike racing events
- Member of town council for Camona, MT since 2010

• **Certification**

CNPR Certified Pharma Sales Rep - NAPSR

• **Conferences**

- 2017 Antibiotics Summit
- 2015 Pain Medicine Conference

• **Publications**

- 2017 Article on relationship building published in Sales Hacker
- 2016 Article on customer needs analysis linked to by Fortune