

• Personal Info

- 406-521-9655
- calvinqkun@gmail.com
- linkedin.com/in/calvinqkun
- twitter.com/calvinqkun

• Soft Skills

Interpersonal Skills



Expert

Communication



Expert

Listening



Expert

Collaboration



Expert

Time Management



Expert

Goal-Oriented



Advanced

• Hard Skills

Relationship Building



Expert

Customer Needs Analysis



Expert

Closing Sales



Expert

Product Knowledge



Advanced



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 -

Outside Sales Representative

Avalane Pharmaceuticals

2018-08

- 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.

Inside Sales Representative

Azult Medical

2013-05 -

- 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%.

2015-06

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 -

BS in Biology, Lander University

2012

- 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