



Kristen Sanders

Medical Sales Representative

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A medical sales representative with over six years of experience selling a variety of medical devices and healthcare solutions to clients in competitive sales environments. A proven track record of utilizing consultative selling and cross-selling techniques to exceed revenue targets and sales quotas.

PROFESSIONAL EXPERIENCE

Medical Sales Representative

United Hospital Services, Boston, MA | August 2016 - Present

- Generate over \$1.2M in annual medical equipment sales across both acute and long-term care markets, including hospital ventilators, specialty chairs, and wound pumps
- Deliver product demonstrations to potential clients, showcase clinical use of products to physicians, and provide ongoing support and communication to achieve a 93% customer satisfaction rate
- Achieve recognition in the President's Club and a top 5% sales ranking across 100+ representatives

Medical Sales Representative

Specialty Medical Equipment Inc., Boston, MA | June 2014 - August 2016

- Built relationships with clients and healthcare professionals to establish referral networks and support lead generation, which contributed to a \$500K increase in territory growth over a two-year span
- Achieved top 10% sales rankings and consistently exceeded quotas by 30%-40% month over month

CERTIFICATIONS

Registered Medical Sales Representative (RMSR)

| November 2019

EDUCATION

Bachelor of Arts in Business

UNIVERSITY OF PENNSYLVANIA,
Philadelphia, PA | September 2010 - May
2014

KEY SKILLS



Medical Sales



Product Demonstrations



Customer Service



Client Relations



Consultative Selling