

Robert Smith

Medical Sales Representative I

PERSONAL STATEMENT

Medical Sales Representative I with 13 plus years of experience in the Healthcare domain is looking for an opportunity to work in a professional competitive sales environment that focuses on results and values sales skills to achieve success for both the associate and company and provides individual growth opportunities.

WORK EXPERIENCE

Medical Sales Representative I **Capital Medical Inc - 2007 - Present**

Responsibilities:

- Creating connections between medical company and doctors, pharmacists and hospital teams.
- Presenting medical presentations to ensure thorough knowledge regarding new medical products on the healthcare market.
- Hands on knowledge of all medical device offerings addressing medical professionals as an expert on the application and use of the technology.
- Working independently and within teams to generate meetings with health­care professionals in order to sell the products.
- Promoting and presenting the companys medical­device products at hospitals, clinics, and pharmacies while managing their accounts.
- Arranging the demonstration sessions with doctors, pharmacists, and medical teams to introduce the latest.
- Communicating regularly and maintained strong relationships with medical and the administration staff.

Medical Sales Representative **ABC Corp - 2005 - 2007**

Responsibilities:

- Tracked and pursued all self-generated and manufacturer recommended prospects and potential leads.
- Attended seminars and did research to keep current with competitors products and sales strategies.
- Proactively identified and built relationships with key decision makers in primary target market within assigned territory.
- Created the business plans for territory/assigned customer targets including, but not limited to opportunity development, competitive strategies, and targets.
- Continuously developed and managed a network of key opinion leaders within the assigned territory.
- Developed & maintained a high level of customer satisfaction through consistent, quality interactions with customers.
- Provided an ongoing customer insight, market trends & competitive data for sales, marketing, and other internal teams.

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
info@qwikresume.com
www.qwikresume.com

SKILLS

Excellent Social,
Networking,
Presentation,
Negotiation And Closing
Team Work, Selfstarter,
Strong Organizational,
Multitasking,
Prioritization And Time
Management Results-
Driven - Strategic
Thinking And Planning

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference - 1 (Company
Name)
Reference - 2 (Company
Name)

Education

Bachelor Of Science in Sports Management - May 2006(California
University Of Pennsylvania)