

Robert Smith

Sr. Medical Sales Representative

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SUMMARY

Motivated Sr. Medical Sales Representative with 7 plus years of experience and with a history of taking on leadership roles in competitive environments. Skilled networker offering remarkable interpersonal and communication skills. Seeking to build upon acquired skills in challenging new position.

SKILLS

Business Development, New Business Development, Territory Management, Training

WORK EXPERIENCE

Sr. Medical Sales Representative

Classic Sleepcare - January 2015 - Present

- The primary focus is calling on Pulmonologist, Cardiologist, Primary Care Physicians, Pain Clinics, Neurologist and Sleep centers.
- Promoting the product/service knowledge by way of roundtable seminars, speaker programs, and cold calling.
- Acquired 25 new accounts at classic sleepcare in the first 6 months of employment, utilize, product knowledge, for territory penetration.
- Developing and maintain in-depth knowledge of the market, demographic, and managed care information relative to assigned sales territory.
- Gained over 47% market share (exceeded quota) hitting 115-133% of plan consecutively. Following hippa and medicare guidelines.
- Specializing in educating physicians on the need for diganostic testing for the treatment of obstructive sleep apena within the territory.
- Maintaining and applying an in-depth understanding of the industrys current healthcare and patient practices and emerging trends to develop the territories unique business opportunities.

Medical Sales Representative

Rotech Healthcare Inc - September 2011 - January 2015

- Calling on physicians, clinics, home health agencies, hospitals, and long-term care facilities within a specific geographic area.
- Day to day responsibilities include promoting company products, making sales calls to healthcare providers and building a strong rapport with sales contacts and staff.
- Provided special education to healthcare providers through appropriate programs that fall within the companys ethical guidelines.
- Regularly used a variety of analytical tools to understand and evaluate the business in order to best determine how to accomplish sales objectives.
- Developed and maintained an in-depth knowledge of the market, demographic, and managed care information relative to assigned sales territory.
- Achieved and exceed sales goals while managing a budget using good judgment.
- Developed superior product and disease state knowledge and effectively educated and engaged the healthcare professionals in dialogue about clinical evidence, approved indications, and product efficacy/safety profiles to support benefits for appropriate patients.

EDUCATION

Bachelor in Organizational Communication - 2009 (Murray State University - Murray, KY)