

# Robert Smith

## *Medical Sales Representative II*

### **CONTACT DETAILS**

1737 Marshville Road,  
Alabama  
(123)-456-7899  
info@qwikresume.com  
[www.qwikresume.com](http://www.qwikresume.com)

### **SKILLS**

Account Management,  
Business Development,  
Customer Service, New  
Business Development,  
Solutions, B2B, Cold  
Calling, Sales  
Management, Territory  
Management

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

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

## **PERSONAL STATEMENT**

Medical Sales Representative II with 15 years of experience and with the ability to reach key decision makers, educate clients on specific products to provide optimized solutions for patient needs, and consistently generate revenue. Determine potential target market and strategize through statistical analysis. Develop successful marketing strategies and implementation to generate additional revenues.

## **WORK EXPERIENCE**

### ***Medical Sales Representative II***

**Pan American Laboratories, LLC - July 2008 - Present**

#### *Responsibilities:*

- Responsible for the development, growth, and management of current and new physicians in the metro Illinois area to the Creve Coeur area of Missouri.
- As the only representative from the company in the territory, primary targets include the psychiatrist, endocrinologist, and neurologist.
- Holding a leadership role within the district, assuring that the district team members are up to date in the latest information regarding Deplin Metanx and scheduling and promoting peer to peers.
- Ranked consecutively number one in Kansas City district and top 15% of company (ranked 2nd in growth for 2 products currently).
- Mastered patient focused close on three products not covered by traditional prescription drug plans sell a medical food with no third party insurance coverage.
- Qualified and developed new and existing prospects while increasing revenue by selling the entire PamLab portfolio.
- Developing relationships with physicians by gaining trust and being accountable and reliable, using these symbiotic relationships to ask physicians for referrals and to leverage business based on these referrals.

### ***Sales Consultant***

**Citigroup - September 2003 - July 2008**

#### *Responsibilities:*

- Worked in a fast-paced sales environment selling consumer banking products over the phone.
- Effectively applied proactive and consultative selling skills to aggressively sell products and meet sales goals.
- Utilized analytical skills to accurately evaluate customers creditworthiness and eligibility for products offered.
- Exercised judgment in recommending financing alternatives to meet customers needs.
- Made timely follow-up calls on outstanding sales leads to sell/cross-sell Citibank products and services.
- Studied the marketing techniques by reading manuals, attending seminars and working in the field with more experienced sales

representatives.

- Understood customer's business and segment in order to position products and economic solutions as the best option for the customers

## **Education**

B.S in Marketing - May 2000(Central Missouri State University -  
Warrensburg, MO )