

Objective

A Junior Medical Sales Representative with 3 plus years of sales experience specializing in equipment and medical devices. I am a strong business developer, with a quantified record of achievement in generating new business and salvaging of previously unprofitable territories. Seeking to contribute my experience, skills and expertise to the sales team at prospective companies.

Skills

Launching New Products, Negotiating Contracts, Strategic Planning And Execution, Market And Business Analysis, Solution Selling, Business Development And Revenue Growth.

Work Experience

Junior Medical Sales Representative

Ermi Inc - January 2015 – May 2015

- Arranged appointments (8 minimum) with doctors and physical therapists, which may include pre-arranged meetings or regular calling to achieve these appointments.
- Made presentations to orthopedic surgeons, practice staff, nurses, physical therapists, and nurse case managers.
- Built and maintained positive working relationships with medical staff and supporting administration staff (e.g. Receptionists).
- Set up and retrieved devices from patient homes and physical therapy clinics.
- Kept detailed records of all contacts and reaching these offices/clinics on a regular routine basis.
- Consistently exceeded quotas established by the regional and national Sales Manager.
- Organized territory to reduce windshield time and maximize selling skills.

Medical Sales Representative

Cardiotech - December 2012 – January 2015

- Responsible for selling capital equipment and medical supplies including heart monitors to hospice centers, extended adult facilities, hospitals, physicians groups, clinics and long-term care.
- Marketed products by generating professional meetings, setting up conferences and seminars for doctors, medical staff, and professionals.
- Introduced cardio program and services to 14 healthcare facilities within assigned territory.
- Leveraged up-to-date product and technical expertise to effectively present and discuss the technology and clinical benefits in terms which are relevant to customers.
- Continuously updated and validated the understanding of customers' changing clinical and/or operational issues and challenges.
- Effectively used sales process and leverage Company resources and approved product marketing and product promotion material to actively support the customer through their decision making process towards a successful outcome for the company.
- Represented the company at relevant medical conferences and technical exhibitions to promote the Company's product & brand.

Education

Masters Of Business Administration - March 2015(Strayer University - Houston, TX)Bachelor
Of Arts in Sociology - May 2000(Florida State University - Tallahassee, FL)