

ROBERT SMITH

Medical Sales Representative III

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Astute, strategic-minded Medical Sales Representative III with 18 years of experience in the Healthcare domain, with a highly-accomplished record of top-performance and market share expansion in multimillion-dollar territory management for a leading healthcare company. A natural communicator with an extensive knowledge of the marketplace and adept at building long-term relationships. A proven, recognized performer with an award-winning track record

EXPERIENCE

Medical Sales Representative III

Nestle Healthcare Sciences/novartis Medical Nutrition - 2004 - PRESENT

- Managed a multi-million dollar sales territory to achieve sales goals for enteral formulas, feeding pumps, and plastics.
- Clients included hospitals, nursing homes, home care companies, surgeons and gi specialists.
- The territory included two teaching hospitals with residency programs.
- Received the national pinnacle of excellence award for top performance for sales increase over previous year.
- Member of the number one district in the country for overall sales increase and key product sales.
- Ranked third in the country for territory with the largest annual sales increase.
- Won the Musc contract for the enteral and oral supplements in early 2011 following a highly competitive process. This is a beginning business gain for nestle of \$300,000 and was accomplished by working with key decision makers in safety, infection control, physicians, nutrition support committee, pt committee, nursing and clinical staffs.

Medical Sales Representative

Nestle Healthcare Nutrition/novartis Medical Nutrition - 2000 - 2004

- Promotion of pediatric/ adult enteral medical nutritional products, pharmaceutical prescription products, and medical devices to various healthcare providers such as Pediatricians, Neonatologists, Family Practice, Gastroenterologists, Internists, OB/Gyns, Oncologists, Hospital Nurseries, Registered Dietitians, Hospital Purchasing, and Hospital Pharmacies.
- Won the sales incentive trip for achieving the rank of number one district in the country in 2003.
- Developed new resident welcome package for teaching hospitals introducing them to nestle healthcare nutrition.

- Grew nestle healthcare nutrition business in the wholesale distribution channel using interpersonal networking with both owners and sales forces.
- Coordinated and orchestrated southeastern Sodexho regional meeting.
- Achieved extraordinary market share and revenue results leading to multiple recognitions including district representative of the year.
- Consistently reached goals and targets and performed within top ten percent of region three times during tenure.

EDUCATION

- Masters, Honors Graduate - 2000 (University Of South Carolina - Columbia, SC)Bachelor Of Arts, Cum Laude Graduate - (University Of South Carolina - Columbia, SC)

SKILLS

Microsoft Office, Siebel, PowerPoint, Excel, C-Suite experience, effective territory management, consultative selling skills and training experience.