

ROBERT SMITH

Medical Sales Representative II

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Medical Sales Representative II with 16 plus years of experience in the Healthcare domain is seeking to obtain a sales position with a progressive organization, which will utilize my strong sales skills, work experience, and personal drive in achieving their goals.

CORE COMPETENCIES

Motivational Leadership, Territory Management / Growth Relationship Management, Market Share Growth, Product Launch / Education, Account Retention, Consultative Selling, High-Impact Presentations, Mentoring And Coaching

PROFESSIONAL EXPERIENCE

Medical Sales Representative II

Medline Industries Inc - 2003 – Present

Key Deliverables:

- Responsible for the sale of advanced wound care, medical devices, biologics, hernia mesh, and skin care products in the acute care, long-term care and home health care markets.
- Responsible for the sales of products across a range of hospital departments and specialties including wound care and hyperbaric centers, or, ICU, NICU, ER, radiation oncology, infection control, catheterization lab, podiatry, orthopedic, cardiac and general surgery.
- Developing yearly and quarterly business plans with volume goals and strategies to achieve goals.
- Developing the territory call plans and strategic plans to maximize effectiveness, allowing time to service existing clients and cold calls for new business.
- Responsible for the development and implementation of protocols, and training programs for clients.
- Conducting routine in-services and product demonstrations to ensure proper utilization, and improve patient outcomes.
- Ensuring the knowledge of and compliance with all Quality, Regulatory and integrity policies and guidelines.

District Sales Representative

Medicomp Inc - 2002 – 2003

Key Deliverables:

- Conducted regular sales call in person to develop customer relationships and follow up on leads in order to promote, market and sell products.
- Prospected for new accounts and seeks opportunities to increase sales with existing customers.

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- Listened to customer needs and suggests appropriate products/solutions.
- Ensured that customers are serviced in accordance with company standards and policies.
- Ensured the customer satisfaction and obtains regular feedback and continually works to improve processes and services.
- Resolved customer requests and complaints efficiently.
- Met established quotas and sales goals. Completed required sales reports, expense, and regulatory records accurately and promptly.

EDUCATION

Bachelor Of Science in Sciences - 2000(University Of Wyoming)

