Jose R Cortez

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|  | **Account Executive** |  |
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Top-performing professional with 15+ years of comprehensive experience in sales, marketing, customer services, and account management. Immense success in educating and mentoring large groups of Doctors, nurses, medical technicians, and Facility leaders regarding pharmacy best practices and procedures. Proactive individual with demonstrated track record of penetrating markets through the development of sales strategies and resource planning. Instrumental in streamlining processes, leading staff, managing resources, and strengthening relationships with business client. Capable of defining business mission and integrating resource strengths to deliver impeccable performances. Thrives in competitive and challenging markets and adapts to the ever-changing demands of account management field. Proficient in the use of Salesforce CRM, Tableau sales tracking, and Seismic file sharing.

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| * Strategic Planning & Analysis * Key Account Management * Sales Operations Oversight | * Revenue Growth * Exceeding Sales Targets * New Business Generation | * Budget Administration * Problem Resolution * Effective Communication |

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|  | **Career Experience** |  |
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**Territory Account Manager**, CVS/Caremark Company, San Diego, CA 2017 to Present

Deliver executive level leadership with full accountability for overseeing 45 accounts, ensuring attainment of set business objectives. Enable the decision-making process by formulating and presenting reports to senior management. Exhibit active contribution in industry shows as well as marketing and design meetings. Maintain effective co-ordination with key accounts and provide pharmaceutical representation with a keen focus on improving scope and participation of pharmacies in respective area. Enhance healthcare professionals, medical technicians, and community managers’ skills, industry knowledge, and core competencies, while maintaining highest quality of standards for ordering medications.

* Consistently met or exceeded set company targets through strategic planning and execution.
* Turnaround underperforming pharmacy into profitable through efficient restructuring.

**National Sales Manager**, Instant Care, Inc, Escondido, CA 2009 to 2017

Envisioned and implemented sales strategies to drive revenue growth and profitability. Administered company budget to achieve financial objectives and reducing additional expenses. Promoted product and services to achieve set objectives within specified territory. Uncovered new revenue streams by creating strategic alliances with key clients.

* Recruited, trained, and developed high-achieving team to ensure seamless workflow.
* Conducted in-depth research on market trends and competitor to identify new opportunities and accordingly develop go-to-market strategy.
* Sold leading products to clients, including selling security and life safety electronic devices with an emphasis on RF technology.
* Coached and trained dealers with effective sales techniques for our various RF based sensor products.

Additional Experience:

Account Executive for Gentiva Home Health

President/CEO/Owner for AguaPure Corporation

National Sales Manager for The ICEE Company

General Manager for Souplantation/Sweet Tomatoes Restaurant Group

Senior Restaurant Manager for Houston's Restaurants

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|  | **Education** |  |
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Associates in Business Studies

Texas A&I University