<p><strong>Daniel Humbert</strong></p>

<p>Minneapolis, MN</p>

<p>(501) 655-9380</p>

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<p><strong>Profile Summary</strong></p>

<p>Goal oriented sales professional continuing a career in the medical device industry. Proven ability to build rapport with key clinicians and decision makers, while working with a variety of stakeholders to improve patient satisfaction. Solution-minded approach to challenges. Highly competitive, and eager to exceed expectations with a positive attitude. A team player, with a student mentality to learn and apply new ideas and receive constructive feedback. Currently enrolled in the Bethel University M.B.A program, with an emphasis in management.</p>

<p><strong>Professional Experience</strong></p>

<p><strong>Coloplast &ndash; Minneapolis, MN </strong>2/2017- 3/2019</p>

<p><em>Urology Sales Advisor </em></p>

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<li>Exceeded sales metrics and KPI metrics the past 14 months by 105%-115% each month</li>

<li>Helped manage four $2 million territories in MN, IA, DC, and NE.</li>

<li>Generated new sales revenue by breaking into one of the largest urology systems in Minnesota, Minnesota Urology</li>

<li>Collaborated with supplier representatives, territory managers, and consumer team to meet and exceed overall sales objectives</li>

<li>Responded to clinician&rsquo;s questions regarding patients, and offer solutions to best meet the patient&rsquo;s needs</li>

<li>Built rapport with key decision makers to increase the amount of new patient enrollments</li>

<li>Coached and assisted in training new team members on best practices</li>

<li>Assisted territory manager in conducting educational dinners and product in-services with key clinicians</li>

<li>Acquired new patients and retained existing patients on Coloplast products</li>

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<p><strong>Team 210 Inc. &ndash; Saint Paul, MN </strong>8/2016 &ndash; 11/2016</p>

<p><em>Senior Recruiter &ndash; Saint Paul, MN</em></p>

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<li>Helped manage branch website</li>

<li>Created and maintained job adds on Monster, Career Builder, and Indeed</li>

<li>Reported data to manager and regional advisors</li>

<li>Pulled resumes to find the best candidates</li>

<li>Conducted Preliminary Interviews with candidates</li>

<li>Coordinated office events</li>

<li>Managed 100 outbound and inbound calls per day</li>

<li>Maintained and organized employee files</li>

<li>Kept a positive attitude and a professional image as the face of the company</li>

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<p><em>Sales Representative &ndash; San Antonio, TX </em>2/2016 - 8/2016</p>

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<li>Nationally ranked as a top retail sales representative&nbsp;</li>

<li>Used communication skills, impulse factors, &amp; product knowledge to gain quality clients</li>

<li>Conducted interviews, trained new representatives, planned and executed influential meetings</li>

<li>Developed leadership, coaching, financial, and time management skills</li>

<li>Set sales goals and consistently accomplished those goals</li>

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<p><strong>Third Baptist Church</strong> &ndash; <strong>Malvern, AR</strong> 10/2013 &ndash; 2/2015</p>

<p><em>Youth Director</em></p>

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<li>Instructed students by breaking down concepts into creative lessons</li>

<li>Planned and coordinated social events</li>

<li>Promoted events through social media platforms</li>

<li>&nbsp;Designed educational information using Illustrator and Photoshop</li>

<li>Quarterly reported to committees and ministry teams</li>

<li>Managed an annual budget</li>

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<p><strong>Education</strong></p>

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<li><strong>Master of Business and Administration., to be conferred 2020</strong></li>

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<p>Emphasis in Management</p>

<p>Bethel University<strong> &ndash; </strong>Minneapolis, MN</p>

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<ul>

<li><strong>Bachelor of Arts in Integrated Studies, 2015</strong></li>

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<p>Emphasis in Business, and Social Science</p>

<p>Henderson State University &ndash; Arkadelphia, AR</p>

<p><strong>Volunteer</strong></p>

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<li><strong>Animal </strong><strong>Humane Society </strong>&ndash; Saint Paul, MN 2016 - Current</li>

<li><strong>North Rock Church </strong>&ndash; San Antonio, TX 2015 - 2016</li>

<li><strong>Fairview Loop</strong> &ndash; Wasilla, AL 2015</li>

<li><strong>BAMC Military Base </strong>&ndash; San Antonio, TX 2014</li>

<li><strong>Tran-Serve OBU</strong> &ndash; Arkadelphia, AR 2012 - 2014</li>

<li><strong>World Vision &ndash; </strong>2010 - 2013</li>

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<p><strong>Related Skills</strong></p>

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<p>Outside Sales Event Coordinating Mentoring Direct Sales</p>

<p>Medical Sales Data Entry/Reporting Coaching Customer Service</p>

<p>Steven Covey Training Developing Talent Marketing Public Speaking</p>

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