### **OBJECTIVE:**

Innovative, experienced, award-winning, Major Account Manager (CEO, CFO, CTO Level), Key Account Manager, Medical Sales Representative and Team Leader / Sales Manager.

Charismatic leader, engaging personality seeking the following position(s):

**Regional Sales Representative** 

Regional Sales Manager

Medical Device Sales Manager

Medical Device Sales Representative

Major Account Manager

Medical Sales Manager or Representative

Pharmaceutical Sales Manager or Representative

**Territory Representative** 

# **WORK EXPERIENCE:**

## **Senior Territory and Account Manager**

ELECTRIC, Inc.

Montgomery County, MD

10/2012 - Present

**Account Management** 

**New Business Development** 

**Territory Management** 

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Managed and designed qualitative/quantitative market analytics, enabled evidence driven decision process.

Result: 1.7M new Business Revenue.

Utilized industry sales resources, provide competitive intelligence and edge,

Enhanced productivity.

Result: 250k Revenue.

Leveraged market research, oversaw research, accurately forecasted.

Result: Developed territory: established 357 new accounts within first 18 months.

Project Management, Project Supervisor, promoted cross-department collaboration.

Result: High-level Customer Service.

Worked with pricing Access Team, ensured integrated procurement process,

Proficient in data analysis.

Result: Gained Sales Team consensus and created matrix Team environment.

Management: Conducted quarterly sales meetings. Educated internal/external client base.

Result: Successfully taught technical knowledge; provided Sales Team Resource Support.

### **Team Lead Manager**

[2 Positions]

AMERICAN RED CROSS

Baltimore, MD

7/2007 - 4/2012

Team Lead Manager

Sales Management

**District Territory Manager** 

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Supervised seven district Sales Representatives.

Result: Lead Team to goal achievement.

Commission: Unlimited

Designed core-performance based methodology. Cross trained staff.

Result: Value ad, Increased Revenue.

District Territory Manager; Drove results and allocated resources.

Result: Territory Expansion.

Identified opportunity; Implemented geographical based business plan.

Result: Increased Production.

Managed operations, reconciled statistics, tracked revenue

Result: Increased Donor Retention.

#### **Senior Account Executive**

AMERICAN RED CROSS
Baltimore, MD
3/2003 – 7/2007
Account Management

**New Business Development** 

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Managed Maryland Territory.

Result: Surpassed Quota 43/52months.

Increased sales, increased market penetration.

Result: Promotion from Senior Sales Representative to Senior Account Executive.

Award-recipient, recognized leader within American Red Cross.

Result: Achievement Awards.

## **Assistant Sales Manager**

JENNY CRAIG Bethesda, MD 9/1995 – 3/2003

**Retail Location Leader** 

Administrator and Trainer

**Program Director** 

**Business Development** 

Client Coach and Consultant

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Managed operations, reconciled statistics, tracked revenue

Result: Increased Productivity.

Grew membership base.

Result: Attained top honors in 5 categories:

- 1. Closing ratio
- 2. Product Sales
- 3. Total New Clients
- 4. Promotion Sales
- 5. New business development, Creative outside Marketing

## **EDUCATION**

BSN (Part Time coursework; 1 evening class per semester to fulfill pre-requisite

Requirements) in Health Sciences toward B.S.N.

Montgomery College - Rockville, MD

Bachelor of Science, Physiology, Business Administration

University of Maryland

Commission: Unlimited