

SELENA RAMIREZ

A sales engineer with three years of experience, specializing in SaaS, consultative selling, account management, and strategic selling. Adept at delivering comprehensive product demos to sales prospects to educate on product benefits and drive sales growth,

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PROFESSIONAL EXPERIENCE

SALES ENGINEER

Orson Medical Co., New York, NY
October 2020 - Present

- ◆ Generate over \$250K in new business in 2021, secure 25+ new client accounts, deliver product demonstrations on cutting-edge medical equipment, and utilize consultative selling techniques to educate physicians and hospitals on product benefits
- ◆ Exceed annual sales quotas by 130% in 2020 and 135% in 2021 by identifying opportunities to enhance value for client accounts
- ◆ Represent the organization at industry events and trade shows to raise awareness of product benefits and to field questions and concerns during sales presentations

SALES ENGINEER

Brooklyn Healthcare Solutions Inc,
New York, NY
May 2019 - October 2020

- ◆ Conducted sales consultations with local doctor's offices and urgent care providers to deliver product demonstrations on new health care software solutions
- ◆ Achieved 120% of annual sales quota in 2019 and built relationships with client accounts to develop and expand the referral network and secure new business

EDUCATION

Bachelor of Science in Marketing
University of Syracuse, New York, NY
September 2015 - May 2019

KEY SKILLS

- Consultative selling
- ◆ Product demonstrations
- Account management
- Health care sales
- ◆ Account development

CERTIFICATIONS

- ◆ Salesforce Certification, Udemy, 2019