

## Professional Experience

### Medical Sales Representative

United Hospital Services, Boston, MA | August 2016 - Present

- Responsible for the sales of medical equipment, including hospital ventilators, specialty chairs, and wound pumps to acute, subacute, and long-term-care markets
- Demonstrate appropriate clinical and technical use of products to physicians
- Won the Circle of Excellence two years in a row for being in the top 5% of the sales force, which comprised 100+ reps.

### Medical Sales Representative

Specialty Medical Equipment Inc., Boston, MA | June 2014 - August 2016

- Fostered relationships and worked closely with physicians on the education and implementation of sports medicine equipment
- Consistently maintained rankings in the top 10% of the sales force
- Expanded territory from \$570K to \$1.1 million within two years

## Education

### Bachelor Of Arts In Business

University Of Pennsylvania, Philadelphia, Pa | September 2010 - May 2014

## Certifications

- Registered Medical Sales Representative (RMSR), 2019

# Kristen Sanders

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Medical Sales Representative with more than six years' experience in a competitive sales environment. Skilled negotiator with excellent interpersonal skills and the ability to exceed sales goals consistently. Adept at building relationships with existing customers while driven to pursue new leads.

## Key Skills

- Leadership and superb interpersonal abilities
- Self-confident with proven ability to make cold calls to potential customers
- Critical thinking skills and strong knowledge of the medical industry
- Excellent presentation skills with the ability to deliver information in a smooth and professional manner