

Sara Jay

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Objective

Experienced, clinically-oriented, medical device salesperson seeking a management opportunity in training and education.

Key Qualifications

- 30 years combined experience in education, training and clinically driven sales.

Relevant Work Experience

Covidien

Nov 2011 - Present

Territory Manager

- Manage a 2 million dollar territory in New England selling devices to treat peripheral arterial disease.
- Educate physicians about treating peripheral arterial disease using Covidien products.
- Support clinical use of products by providing guidance during actual cases.
- Secured business at many hospitals that had never used Covidien products

Spiracur

March 2010-Oct 2011

Account Manager

- Hired as part of initial team to evangelize new wound care product to clinics and physicians.

Endologix

May 2008- March 2009

Account Manager

- Sold devices to treat abdominal aneurysms in NE.

Asthmatx (Now Owned By Boston Scientific)

August 2006- April 2008

Eastern Area Manager

- Supported cases during clinical trial.
- Developed referral network and made physicians aware of new product to treat asthma.
- Convinced physicians that asthma could be treated using a medical device instead of traditional medical management.

Foxhollow Technologies (Now Owned By Covidien)

District Sales Manager/National Training Manager

August 2003 - August 2006

- Managed sales for start-up peripheral arterial disease medical device company.
- Served as national training manager during high growth phase of company.
- Led training for over 100 new employees by running in- house training sessions.
- Coordinated field training and communicated new ideas using hot line and weekly e-newsletter.

Guidant Corportion (Now Owned By Abbott Corp)

Account Manager

March 1990 - November 2000

- Managed 8 million dollar sales territory in New England selling coronary interventional products.
- Educated MD's, support staff and referring MD's on full product line.

Tufts Medical Center

August 1989 - February 1990

Chief Cardiovascular Technologist

Mount Auburn Hospital

June 1983 - July 1989

Chief Cardiovascular Technologist

Education

Boston University

1982

Bachelor of Science

References

Available upon request.