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**Loren Shevitz**

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345 West Fullerton Parkway #2101  
Chicago, IL 60614-2853

773-665-1234

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**OBJECTIVE**            A position as a sales representative or account manager with a major dental products supplier.

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**SUMMARY OF SKILLS**

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- Extensive training and experience in expanded dental assistant duties
- Thorough knowledge of dental hygiene products and their use in proper oral hygiene and soft tissue management
- Experienced in encouraging and "selling" quality, preventive dentistry to patients
- Strong and successful background in retail sales, purchasing and management
- Skilled in organizing and presenting product seminars

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**DENTAL EXPERIENCE**

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Jan 1992-current	Expanded Duties Dental Assistant, Dr. Eric L. Hussong, DDS, Jackson, NV
Jan 1989-Jan 1992	Expanded Duties Dental Assistant, Dr. Brenda S. Walker, DDS, Silverton, NV

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**SALES EXPERIENCE**

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Jan 1989-current	<p>Sales Clerk, Sarah's Boutique, Jackson, NV</p> <ul style="list-style-type: none"><li>• Handle floor sales and assist and advise customers in selecting purchases</li><li>• Design innovative window displays, which increase customer traffic in store</li><li>• Recommended and implemented introduction of new sportswear line, which increased sales 25%</li><li>• Created new sales promotion, which increased ready-to-wear sales 35%</li></ul>
June 1985-Dec 1988	<p>Sales Manager, The Silver Box, Silverton, NV</p> <ul style="list-style-type: none"><li>• Completed sales and purchasing duties for women's clothing store</li><li>• Created and implemented new, upscale "look" for store, including new floor plan, display ideas and logo</li><li>• Introduced new shopping service using customer profile program, which allowed for gift purchases by telephone and increased sales 15%</li><li>• Consistently exceeded sales objectives by at least 30%</li><li>• Assumed additional responsibility and assisted in business expansion by managing all purchases for new store in nearby community</li></ul>

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**CERTIFICATION**

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1988	Expanded Duties Certification, Nevada University School of Dentistry, Carson City
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