

# ERIC CAREER CHANGER

973.761.9355 ▪ [ecareerchanger@noemail.yescom](mailto:ecareerchanger@noemail.yescom)  
[www.linkedin.com/me/profile](http://www.linkedin.com/me/profile)

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**OBJECTIVE:** Technical corporate training position in the healthcare industry

## HIGHLIGHTS OF QUALIFICATIONS

Nine years of technical experience with corporate clients, including Fortune 500 healthcare organizations  
Managed major sales account for a regional hospital ranked in "Top 100" healthcare facilities  
Skilled in training and supervision of professional and administrative staff  
Expertise in technical operations, including wide range of hardware and software systems  
Strong presentation, customer service and communication skills

## PROFESSIONAL ACCOMPLISHMENTS

### HUMAN RESOURCE/COMMUNICATION

- Supervised and trained over 150 personnel within departments averaging 25 professional staff
- Trained over 50 supervisors and managers annually on technical hardware for inventory control
- Collaborated with upper level management and human resource departments in diverse industries
- Assisted individual and corporate clients with understanding of technical components of purchases
- Represented company at regional and national trade shows with new products

### ORGANIZATION/PLANNING

- Revised policy manuals and developed curricula for Fortune 500 sales training programs
- Designed and implemented educational and entertainment software for testing by research department
- Developed systems for microcomputers and smartphones that are currently in use by organizations

### MARKETING/SALES

- Managed sales account for large regional hospital with annual sales exceeding \$20 million
- Marketed personal computer hardware and software systems to Fortune 500 companies
- Developed and implemented advertising and marketing strategies to increase sales
- Recognized for exceeding sales expectations by as much as 75%; received numerous outstanding performance awards

## EMPLOYMENT HISTORY

<i>Marketing/Sales Representative</i> , Microcomputers, Inc., Fairfield, NJ	June 20xx - present
<i>Computer Distribution Coordinator</i> , Computers Unlimited, Livingston, NJ	May 20xx - August 20xx
<i>Management Trainee</i> , Computer Systems, LLC, Edison, NJ	August 20xx - May 20xx

## EDUCATION

**Seton Hall University**, Stillman School of Business, South Orange, NJ  
Bachelor of Science in Business Administration, May 20xx  
Concentration: Management    Minor: Computer Science

## PROFESSIONAL AFFILIATIONS

**President**, American Marketing Association, New Jersey Chapter, May 20xx - present  
**Member**, Computing Technology Industry Association (CompTIA), September 20xx - present