

# NAME

TITLE  
000-000-0000 / EMAIL / CITY, STATE, ZIP

## Profile

To secure a Medical Sales Representative position where I can utilize my sales expertise, customer service skills, and medical knowledge to increase company revenue and exceed sales targets.

## Experience

### Medical Sales Representative - Valley Spring Medical Company/ Location

2016-present

- Developed and maintained relationships with key clients, including physicians, hospitals, and medical clinics.
- Conducted presentations and demonstrations to promote the company's medical devices and equipment.
- Collaborated with cross-functional teams to ensure customer satisfaction and retention.
- Attended medial conferences and events to network and prospect for new clients.
- Increased client retention by 12%.

### Pharmaceutical Sales Representative - Valley Spring Medical Corporation

2014-2016

- Promoted and sold pharmaceutical products to physicians, hospitals, and medical clinics.
- Maintained a high level of product knowledge to answer customer inquiries and provide educational information.
- Conducted market research and analyzed data to identify new business opportunities and develop effective marketing campaigns.
- Cold called clients.
- Executed several demonstrations to possible clients.

### Project Experience

- Developed a deep understanding of the company's products and how they can benefit customers. This involved studying product manuals, attending product training sessions, and shadowing experienced sales representatives.

## Education

### Bachelor of Science in Biology - Valley Spring University

May 2010

- Anatomy and Physiology, Pharmacology, Medical Terminology, Genetics

### DEPARTMENT - SCHOOL

May 2009

- GPA: LIST
- AWARD
- AWARD

## Skills

### Expertise

- Proven ability to develop and implement successful sales strategies that exceed sales targets and generate new business opportunities.
- Excellent communication and interpersonal skills, with the ability to effectively negotiate and close deals.
- Strong understanding of medical terminology and pharmacology.
- Experience using Salesforce and other CRM software to manage leads and monitor sales activities.
- Strong analytical and problem-solving skills, with the ability to analyze market trends and identify growth opportunities.

## Licenses & Accreditations

### Licenses Licenses & Accreditations

- Certified Medical Sales Professional, National Association of Medical Sales Representatives, 2016
- SPIN Selling Certification