

Z

## SALES CONSULTANT

### Summary

Highly motivated, competitive, sales consultant seeking opportunity with long-term growth potential through integrity sales success, building relationships and developing the business Performance Skills \*Account Penetration \*Adaptability \*Identify and create new business opportunities \*Brain lab navigation experience \*Demonstrating Products \*Product Launch \*Account Relationships \*Confident clinical expertise

### Snap Shot

#### Sales Consultant

City , State Company Name / Jun 2013 to Current

- Cultivate relationships with surgeons while covering procedures with clinical proficiency and business acumen.
- Build and implement sales plan, manage and track customer sales activity and prospective customer initiatives.
- Team increased territory sales 12.5% to 3.8 million in 2014, 5% to 4 million in 2015 and 10% to in 2016.
- Increase physician volume through PCP events, community outreach programs and marketing strategies.
- Serve as a primary resource to key accounts for full line product support and continued service.
- Ability to troubleshoot complex issues with highly creative solutions.
- Maintain training in sales skills, new technologies, product features, and competitive product portfolios.
- Develop relationships with hospital personnel and key account stakeholders to expedite sales.
- Demos and lab training to demonstrate products and surgical techniques.

#### Office Intern

City , State Company Name / Oct 2012 to May 2013

- Compiled sales data, generated sales reports for territory managers and profiled prospective surgeons.
- Organized and distributed marketing information, product portfolio, audits and sales goals projections.
- Organized and participated in training labs for potential surgeon customers.

#### Server / Bartender

City , State Company Name / May 2010 to May 2013

- Worked full-time while completing bachelor's degree and internship.
- Amongst top 5 in sales regularly maintaining \$90 plus per person guest average.
- Exceptional multi-tasking ability proven to effectively and efficiently service large amounts of business.

#### Education

B.B.A : Business Management Management Information Systems, Business Intelligence Florida Atlantic University May 2014 City , State  
Business Management Management Information Systems, Business Intelligence

#### Skills

competitive, features, marketing strategies, marketing, multi-tasking, personnel, sales skills, sales, sales plan, sales reports, surgeon, troubleshoot