

FIRST LAST

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Top performing highly competitive sales professional with unparalleled achievements in medical device and personal financial planning sales. Strong team player with solid work ethic, commitment to excellence, and high standards. Self driven performer who thrives in fast paced, challenging environments. Enthusiastic attitude and engaging personality used to build long-term strategic alliances.

SUMMARY OF QUALIFICATIONS

- Driven sales leader with proven results in new business generation and customer retention
- Consistent top performer with track record of exceeding sales goals and expectations
- Skilled manager, negotiator, and communicator; inspiring work teams to excel
- Natural closer with consultative sales approach and ability to uncover prospect needs
- Ability to generate "out of the box" ideas and concepts to break down barriers to success

Specific Skill Areas:

- ❖ Strategic Account Management
- ❖ Cold Calling
- ❖ Rapport Building
- ❖ Team Building & Leadership
- ❖ Territory Management

- ❖ Professional Networking
- ❖ New Account Penetration
- ❖ Hospital Sales
- ❖ Prospect Identification
- ❖ In-Service Training

- ❖ Sales Strategy Development
- ❖ Large Group Presentations
- ❖ CRM Software Applications
- ❖ Evidence Based Sales
- ❖ Product Marketing

PROFESSIONAL EXPERIENCE

Company Name, Account Manager – Southern CA

Jan 01 - Present

Responsible for the direct sale of surgical instrumentation and implant devices for use in oral, plastic reconstructive, ENT, and neurosurgery cases. Managed a territory covering all of Southern CA (Ventura, San Bernardino, Los Angeles, Orange, and San Diego counties), Arizona, and Southern NV. Developed new accounts and managed existing business in hospitals, surgery centers, clinics, and private medical offices. Advised and trained operating room technicians and surgeons on appropriate application, use and technique of product line.

- Achieved **President's Club** for 3 consecutive years, awarded to **top 10%** of sales force nationwide
- Ranked **#1 of 74** reps in 2004, **#4 of 66** reps in 2003 in Instrument Sales
- Exceeded Implant Sales quota for **14 consecutive quarters** setting a new company record
- **Led entire sales force** in 2005 with 4 new "Flagship" accounts (annual sales in excess of \$100,000)

Company Name, Sales Representative – San Diego, CA

Jun 98 - Dec 00

Registered representative and agent for a full service broker dealer distinguished as the largest independent provider of financial plans to the military services. One of a seven-person team of financial planners servicing over 3,900 clients, with over 11,000 accounts valued at \$307.9 million, producing \$1.4 million dollars in monthly investments. Assist clients in development of financial goals and achievement of investment objectives; recommend proper allocation or protection of assets through consultative selling of mutual funds, and insurance and savings products.

- **Gold Level** producer for the production year of 2000
- From December 1999 to May 2000 **generated 40 new clients** - company standard is 2 per month
- Maintained a **92% close ratio** during 2000
- Awarded the **Top Ten**, which honors the top 10 of 631 producing advisors
- Achieved **Fast Starters** for top production among new advisors; ranked number 3 out of 126 new advisors in 1998

MILITARY EXPERIENCE

United States Army – Captain, Corps of Engineers

1993 - 1998

Battalion Logistics Officer - FT Stewart, GA

1996 - 1998

Responsible for logistical operations within a 444 person combat engineer battalion and for the accountability of over 170 vehicles, engineer equipment, and real estate valued at over \$52 million. Supervise 8 supply specialists responsible for transfers of equipment, procurement of supplies, contract services, and maintenance of operational loads.

- Managed the battalion's financial budget within a 1% tolerance, the best out of three battalions
- Supervised the local purchase of over \$200,000 in supplies, increasing the battalion's ability to deploy anywhere in the world

Engineer Company Executive Officer - FT Stewart, GA

1995 - 1996

Responsible for administration, maintenance, supply, equipment services, budget, and environmental compliance of a 115-soldier company with 38 tactical vehicles, all worth over \$15 million.

- Increased readiness rate from 80% to 94% in 5 months for all vehicles and company equipment, 4% above the Army standard
- Developed auditing process that decreased the zero balance rates for the unit's repair parts inventory from 20% to 4%

Combat Engineer Platoon Leader - FT Stewart, GA

1993 - 1995

Responsible for accountability, maintenance, and utilization of 35 combat engineers and 22 vehicles worth over \$6 million. Responsible for providing haul, mobility, and survivability assets to the engineer company and maneuver units. Provided engineer planning to infantry and armor companies.

- Deployed platoon to Somalia within 72 hours in support of Operation Continue Hope in order to provide humanitarian relief.
- Planned and supervised construction of over 12,000 meters of protective obstacles in Somalia.
- Planned petroleum and ammunition push-packages for one platoon's deployment to Haiti.
- Achieved 100% rating on environmental compliance during division command inspection, setting the standard for the brigade.

EDUCATION

Bachelor of Science - United States Military Academy, West Point, NY - 1992

- Major in History, minor in Engineering
- Walked on and made Lacrosse team freshman year, selected as Team Captain senior year

SAMPLE