

CATALINA JACKSON

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(567) 890-1234

EDUCATION

Bachelor Of Science In Bioengineering

University Of Wyoming, Laramie, Wy
September 2002 - June 2006

Bachelor Of Science In Bioengineering

University Of Wyoming, Laramie, Wy
September 2006 - June 2008

KEY SKILLS

- Detail oriented
- Well-versed in Texas employment law
- Excellent written and oral communication skills
- Develops positive workplace relationships
- Confident in conflict resolution abilities
- Able to prioritize daily duties
- Proficiency with TimeForce timekeeper software
- Excel proficient

Knowledgeable medical sales executive with 12+ years' experience demonstrating and selling respiratory equipment and wound management solutions. Strong leadership potential with a proven track record for supervising and training junior colleagues. Professional and engaging interpersonal style with an extensive understanding of effective sales techniques.

PROFESSIONAL EXPERIENCE

Medical Sales Account Executive

Rotech Healthcare Incorporated, Casper, WY | June 2013 - Present

- Work towards challenging personal and team sales targets, consistently exceeding individual goals by at least 32%
- Educate clients on the features and benefits of a wide range of respiratory equipment and suggest products to meet their needs
- Mentor and train new hires to ensure that they have an up-to-date technical understanding of all products and services
- Build strong and enduring relationships with numerous organizations, including sleep clinics, hospitals, and GP practices

Sales Representative

Regenerative Labs, Jackson, WY | July 2008 - June 2013

- Presented innovative jelly allografts to doctors and nurse practitioners to demonstrate their potential applications
- Prospected for new clients at medical conferences and events and followed up leads via email and telephone
- Successfully converted 78% of leads into sales and secured repeat customers in 95% of cases
- Collaborated with the product management team to identify and capitalize on new business opportunities