

Professional Experience

Medical Sales Representative

United Hospital Services, Boston, MA | August 2016 - Present

- Responsible for the sales of medical equipment, including hospital ventilators, specialty chairs, and wound pumps to acute, subacute, and long-term-care markets
- Demonstrate appropriate clinical and technical use of products to physicians
- Won the Circle of Excellence two years in a row for being in the top 5% of the sales force, which comprised 100+ reps.

Medical Sales Representative

Specialty Medical Equipment Inc., Boston, MA | June 2014 - August 2016

- Fostered relationships and worked closely with physicians on the education and implementation of sports medicine equipment
- Consistently maintained rankings in the top 10% of the sales force
- Expanded territory from \$570K to \$1.1 million within two years

Education

Bachelor Of Arts In Business

University Of Pennsylvania, Philadelphia, Pa | September 2010 - May 2014

Certifications

- Registered Medical Sales Representative (RMSR), 2019

Kristen Sanders

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Medical Sales Representative with more than six years' experience in a competitive sales environment. Skilled negotiator with excellent interpersonal skills and the ability to exceed sales goals consistently. Adept at building relationships with existing customers while driven to pursue new leads.

Key Skills

- Leadership and superb interpersonal abilities
- Self-confident with proven ability to make cold calls to potential customers
- Critical thinking skills and strong knowledge of the medical industry
- Excellent presentation skills with the ability to deliver information in a smooth and professional manner