



Tabitha Stafford

Ambitious biotechnology graduate with internship experience selling medical instruments. Driven and efficient with the ability to collaborate with teammates and work independently. Enthusiastic and professional sales style with a talent for striking up a quick rapport with clients. Motivated by high-pressure sales targets and able to work efficiently to tight deadlines.

Professional Experience

Customer Service Representative

Circle K, Spokane, WA July 2020 - Present

- Maintain a comprehensive knowledge of a large and ever-changing product range and explain features and benefits of different options to customers
- Leverage sales techniques to maximize profits and upsell promotional items and schemes
- Work cooperatively with other team members to regularly exceed sales targets, beating goals by 32% in February 2021
- Handle payments and refunds using the till system and suggest alternatives in the case of returns

Medical Sales Intern

Paragon 28 Incorporated, Spokane, WA June 2018 - September 2019

- Assisted in fact-finding meetings to gauge each client's requirements and put together a proposal to perfectly meet their needs
- Participated in team meetings and used problem-solving skills to suggest solutions to operational issues
- Developed a thorough working knowledge of medical instruments, including their uses and specifications
- Answered client queries over the telephone and via email and passed crucial information to colleagues

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Education

Bachelor Of Science In Biotechnology
Eastern Washington University, Cheney, WA
September 2016 - June 2020

Coursework completed:

- Mechanics Laboratory
- Data Analysis for Biologists
- Organic Chemistry
- Hematology

Key Skills

- Detailed knowledge of surgical instruments
- Positive sales techniques
- Team player
- Reliable and professional
- Clear and concise written and oral communicator