

SAMPLE MEDICAL RESUME

EXPERIENCE

- Dec. 1992 - Present **SHERWOOD MEDICAL** St. Louis, MO
Account Representative for all Sherwood Monoject Product.
Responsible for Selling, Servicing, and Providing Educational Training.
Sole Product Representative to Assigned Accounts and Dealers in
Northeastern New England.
- **1996 Ranked 1st Nationally.** Transferred to Oxford Labware Division. Over Quota Attainment 121.4%.
 - 1995 Over Quota Attainment 101.3%.
 - 1994 Over Quota Attainment 104%. Monoject Promotional Winner. Increased sales \$122,000 vs. prior year.
 - **1993 Ace Award Winner.**
- Jan. 1992 - Dec. 1992 **PMT CORPORATION** Chanhassen, MN
Account Representative for New England and Upper New York State.
Responsible for developing and expanding sales of Medical and Surgical
Equipment to Surgeons, Anesthesiologists and Hospital O.R.'s.
- Increased Sales over 100% (\$6,000/mo. to \$12,000/mo.).
 - Developed three new Pain Management Centers.
- June 1990 - Jan. 1992 **MCS/CANON** Salem, NH
Account Representative, responsible for Territory Management and
Customer Base. Created New Prospects and Clientele through the use of
telemarketing and cold calling.
- **#1 Representative** in Northshore office in 1991.
 - **#1 Producing First Year Representative.**
 - Named Representative of the month four times.
 - **#6 out of 60 representatives** in 30 Million Dollar Region.
 - Received the **National Excellence of Leasing Award** from ALCO Standard (top 174 out of 2,000 representatives).
 - **Awarded Silver Level** in Canon's Golden Eagle Annual sales recognition.

EDUCATION

- Sept. 1986 - May 1990 **UNIVERSITY OF MASSACHUSETTS** Springfield, MA
Bachelor of Science in Business Management, 3.2 GPA

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OBJECTIVE

An outside sales position with a major medical company.

EXPERIENCE

May 1990 - Present

Deknatel, Inc. - Fall River, Massachusetts

Division of Pfizer

Territory Manager

- Maintained and grew companies largest territory (New York City and Long Island - \$2 million annually) via specialty product line consisting of cardiovascular and orthopedic items.
- Daily Contact in operating room, ICU's, with surgeons, materials management, administration, and surgical dealers.
- **Top first year rep.** - 1991.
- **Top rep in company** - 1992.
- Promoted to Northeast divisional rep. - 1993; suture specialist - 1994.

May 1986 - May 1990

Dictaphone - Plainview, New York

Medical Market Representative

- Responsibilities included development and service of Long Island hospitals and doctors.
- Product line consisted of hospital recording systems.
- Promoted from territorial representative.
- Recognition as **salesman of quarter** twice.
- Recognition as **salesman of month** twice.
- **National recognition** in Dictaphone Circle of Excellence.

TRAINING

Dale Carnegie Sales Course

Xerox PPS Sales, Time Management Courses

Herman Miller Strategic Selling School

Deknatel O.R. Training

Dictaphone Sales, Medical Training Schools

EDUCATION

Bachelor of Arts

St. John's University, Stony Brook

May, 1986

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EXPERIENCE

7/92 - present **BECTON DICKINSON CORPORATION, Edison, NJ**

Territory Manager - Responsible for hospital and distributor sales of catheters, guide wires, IV syringes, etc. to OR, CCU, ER, ICU, and NICU in a New York metro territory encompassing Manhattan, Bronx, Brooklyn, Queens, Long Island, New Jersey, Westchester, and Connecticut.

- **Ranked 1/40** after first 6 months.
- **Ranked 1/20** currently.
- Grew original territory from \$1.8 million to \$3 million. Presently managing \$6 million territory.
- Achieved major conversions at Mt. Sinai, Montefiore, Bronx Lebanon Hospitals, and NYU, Maimonides, and Westchester County Medical Centers.

6/89 - 6/92 **PROLAX MEDICAL PRODUCTS, Avenel, NJ**

Territory Manager - Responsible for all sales and marketing of Prolax's Surgical Gloves throughout the Northeast.

- Grew territory from \$0-2.5 million.
- **#1 rep** for Surgical Gloves worldwide.
- Successfully negotiated surgical glove contract with JPC (Joint Purchasing Corporation) representing 400 major institutions.
- Established relationships with acceptance of product with 22 institutions belonging to the City Hospital System. This directly lead to the contract for Surgical Gloves with the HHC (Health & Hospital Corporation of the City of New York).
- Established relationships with nearly every New York area OR Supervisor and key surgeons.
- Achieved major conversions at Brooklyn, St. John's Riverside, and Stony Brook Hospitals, and Interfaith Medical Center.

COLLEGE WORK EXPERIENCE

9/88 - 7/89 **DIVISION MEDICAL, Capitol Heights, MD**
Sales/Marketing/Public Relations for this major manufacturer of Durable Medical Equipment

9/86 - 7/89 **NATIONAL REHABILITATION HOSPITAL, Washington, DC**
Rehabilitation assistant.

EDUCATION University of Maryland, Baltimore, MD
BA Communications, Marketing Minor, May, 1989.

INTERESTS Chairman of HEADS UP Foundation for head injury rehabilitation.
Ran and completed 1993 New York Marathon.

SAMPLE MEDICAL RESUME

PROFESSIONAL OBJECTIVE:

To use my experience in healthcare to contribute to a specialized organization seeking new direction in the integrated delivery network. To develop strategic partnerships with customers, which focus on the process of consultative solutions, as well as providing products which have a positive impact in the managed care environment.

EXPERIENCE:

March 1993 - Present

B. Braun Medical, Totowa, NJ

Title of Position: Account Manager

Main concentration in anesthesia, respiratory, critical care, and emergency medicine. Special focus on senior hospital administrators to develop cost savings programs in response to the impact of managed care.

- Development of strategic partnerships to implement our Anesthesia Management Program (risk-sharing partnership).
- Development of procedure-based delivery systems for anesthesia in order to account and track costs.

Accomplishments:

'94-'95

- **President's Club Award Winner** - awarded to the top 10 account managers.
- **Ranked 9 out of 97** account managers.
- **Winners Circle Award Winner** - for exceeding Vital Signs' corporate goals.
- Obtained \$170,000 of new business, achieving \$950,000 in revenue.
- Winner of **Corporate High Achiever Award Trip**.
- 20% increase in new business, compared to corporate growth of 4%.

November 1986 - February 1993

Sherwood Medical, Bensalem, PA

Title of Position: Senior Territory Manager

Main concentration in surgery, critical care, and regional anesthesia. Responsible for sales of a broad spectrum of medical technology products, from disposable pharmacy to IV therapy, regional anesthesia, and surgical oncology products.

Accomplishments:

'91-'92

- 108% of plan, \$330,000 new business obtained

'90-'91

- **President's Club Award Winner** - awarded for exceeding Sherwood's corporate goals.
- 113% of plan, \$330,000 new business obtained.
- 35% new business obtained while managing \$1,200,000.
- Winner of corporate incentive trip to Maui, Hawaii.

'89-'90

- 114% of plan, \$225,000 new business obtained.

'87-'88

- Earned the nomination to the **National All Star Team** awarded to top performers.
- Promoted to Senior Territory Manager.

April 1984 - November 1986

Sysco Foods, Great Neck, NY

Title of Position: Territory Product Representative

Represented wide range of national brand frozen foods to retail stores in Northern New Jersey. Was responsible for the introduction of new products, maintenance of store sections, 100% product distribution and obtaining product displays.

EDUCATION:

1984

RUTGERS UNIVERSITY, New Brunswick, NJ

Bachelor of Science Degree in Management.