**Full Name**  
[Street, City, State, Zip] | [Phone] [Email Address]

**MEDICAL SALES REPRESENTATIVE**

■ Profile

Sales professional offering over six years’ experience in the medical sales field.  
**Qualifications include:**

* Top outside/inside sales performance – Remarkable track record of sales achievements exceeding goal targets.
* Thorough expertise – Able to research and assign sales territory, prepare sales strategies, plan marketing activities and implement.

**Objective** – Put current qualifications to use to further enhance sales skills and acquire higher professional practice in the area of medical sales.

■ Professional Experience

ABC Laboratories        Victorville, CA                                  2005 – Present  
**Medical Sales Representative**

Directed sales field and expanded its customer-base – Developed, maintained and expanded business with current/new customers.

* Developed strong communication network with subject leaders such as – physicians, staff members, hospital managers and pharmacists.

***Marketing Strategy:***

* Researched market regularly in order to keep up with competitors and their products.
* Worked in coordination with departmental managers in preparing strategies to promote firms’ products on the market.

***Promotion Activities:***

* Planned strategic marketing and promotional activities.
* Estimated budget required to fulfill promotional requirements.
* Promoted medicines’/devices’ features and qualities to physicians, professional staff, medical institutions and pharmacies.

**Sales Actions:**

* Organized meetings and discussions to present products’ features and acquaint medical institutions with new products.
* Organized presentations for top class physicians in order to promote and introduce firms’ products.
* Maintained accurate records, including date and contact information, of doctors contacted for future sales purposes.

■ Education

* Bachelor’s degree in Business Administration / Marketing.
* Related Sales course.