

Jr. Sales Executive

ROBERT SMITH

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Objective

2 years of experience as a Sales Executive. Dynamic and results-oriented with exceptional skills in team leadership, analyzing performance trends and ensuring compliance with regulatory agencies. Solid track record of success in increasing sales and improving customer service while holding high moral and ethical standards and reputable character. Swiftly comprehends the & big picture & and executes the boldest of organizational vision.

Skills

Microsoft Word, Excel, Access, PowerPoint, Outlook, Online Lead Software, Databases, & Online Quote Configurators.

Work Experience

Jr. Sales Executive

ABC Corporation - June 2013 – December 2014

- Represent all products of the ray medical distributorship including, extremity medical, skeletal dynamics, Osteomed, Dermaclose, and applied biologics.
- Plan surgery instrument usage in all cases and provide surgical implants from sale to delivery.
- Provide product support and coverage for surgeries and attended these cases on a 24/7 basis.
- Organize and strategize a daily schedule balancing sales objectives and opportunities with customer service needs.
- Develop and service new and existing accounts from Statesville, NC to Asheville, NC.
- Process billings and reorder all implants and instruments used in all surgical cases.
- Train surgeons and the surgical staff on currently used and new products through in-services.

Sales Executive

ABC Corporation - April 2012 – May 2013

- Represented all deputy Mitek products of the sports medicine line including all allograft, post-surgical treatments, and PRP products.
- Organized and planned instrument usage and surgical implants from the sale to delivery, including product support and coverage for surgeries on a 24/7 basis.
- Assured sales through a daily action plan, utilizing proactive approaches in response to customer opportunities and needs.
- Developed and serviced new accounts in western North Carolina county territory.
- Constantly created and nurtured new relationships with orthopedic doctors, medical offices, and hospital/surgical center staff.
- Achieved highest company sales of the year during the second quarter from starting with the organization.
- Developed channel partners to increase company-wide sales leads and industry partnerships.

Education

Bachelor Of Science in Business Administration - (The University Of North Carolina At Charlotte - Charlotte, NC) Associate Of Science in Business Administration - (Northern Virginia Community College) Spin Selling Techniques in Spin Selling - (Huthwaite - Carlsbad, CA)