

Re Sume (EXAMPLE)

RETAIL EXPERT
Washington, DC
Retail Sales Expert
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Summary

Efficient and effective sales representative with over 4 years of experience in medical and pharmaceutical sales and managing business, professional, and corporate client accounts. Member of the National Association of Pharmaceutical Sales Reps and awarded the CNPR Certification after completion of the Pharmaceutical Sales Training Program. Exceeded sales goals by more than 15% each quarter. Seeking to leverage solid negotiation skills and extensive product knowledge to be the senior pharmaceutical sales rep for Photon Pharma.

Experience

Pharmaceutical Sales Representative
Jurius Pharma, Boise, ID
August 2016–October 2019

Key Qualifications & Responsibilities

Serviced pharmaceutical client accounts for 20 organizations providing revenue of \$1m per year or more.

Assessed client needs based on current objectives, supply and demand, and seasonable variables.

Developed customer relationships with more than 100 local physicians and dental practices around the Boise area in 3 years.

Cooperated with the sales and marketing team leaders to determine best products to promote or withdraw.

Key Achievement

Exceeded sales goals by more than 15% in every quarter since being hired at the company.

Junior Medical Sales Representative
Stanford Medical Equipment, Boise, ID
June 2015–August 2016

Key Qualifications & Responsibilities

Assisted mid-level and senior sales representatives in managing client accounts, generating leads, and maintaining customer relationships.

Organized meetings and appointments with regional companies to promote Stanford Medical Equipment's services and supplies.

Reviewed sales performance for sales division and generated key reports for weekly, monthly, and quarterly meetings.

Education

Bachelor of Science in Retail and Sales Management
DeVry University, Arlington, VA
Completion: 2015

Relevant Coursework: Business Administration, Consumer Behavior, Sales and Marketing Fundamentals, Pharmaceutical Merchandising Management, Advertising and Public Relations.

Skills

Lead Generation

Closing Deals

Maintaining Profitable, Amicable Relationships

Knowledge of Pharmaceutical Supplies, Drugs, Medications, and Medical Equipment

Contract & Deal Negotiation

Certificates

CNPR Certification — Pharmaceutical Sales Training Program

Memberships

Sales Management Association (SMA)

American Management Association (AMA)

National Association of Pharmaceutical Sales Reps (NAPSR)