

Name Redacted – Please contact OrthopaedicLIST.com using the “Request Product Information” form below the listing.

Objective Seasoned sales professional with 20+ years of experience seeking an opportunity that will utilize my experience, negotiation skills, ambition, and personality to the fullest capacity. Fiercely competitive in my approach to acquire new accounts, and able to build long lasting relationships with clients.

Experience **Territory Manager**
Gold Medal Distributing, Charlotte, NC
2/14-2019

- Promote medical equipment and wound care products to hospitals and medical facilities In the Charlotte, NC area. Participate in customer demonstrations to promote sales.
- Supervise and manage a sales staff of 7; communicate job expectations and provide direction, support and motivation to sales team to meet targets and sales goals.
- Increase sales consistently over month by calling on existing customer base, and adding an average of two to four new medical offices per month. Created excellent working relationship with area VA hospitals.

Durable Medical Equipment Representative

Ice20, Camarillo, CA
6/12-2/14

- East Coast sales representative promoting various sports equipment. Responsible for calling on orthopedic offices, hospitals, chiropractors, and sports teams. Participate in various trade shows as needed.

Southeastern District Manager NC to FL

Local Star Promotions, Concord, NC

10/08-6/12

- Recruited, hired, managed and trained a team of sales people and an area manager.
- Responsible for identifying growth areas within the territory, hiring, and training of staff, and improving sales results month over month.
- Frequent travel to markets within territory.

Account Manager

Local Star Promotions, Concord, NC

10/08-6/12

- Sales arm of local advertising company. Required cold calling, networking, and relationship building with area business owners to sell advertising products and services. Concentration on the education sector.

Account Executive

Ideal Mortgage (company is no longer in business) Melville, NY

2/08-10/08

- Covered Charlotte, NC territory meeting with mortgage brokers to sell FHA mortgage services and products.
- Review loan applications, mentor loan officers on how to structure loans appropriately, and assist with paperwork for submitting loans.
- Some overnight travel to corporate offices and remote locations for required business meetings.

Account Executive

Saxon Mortgage Glen Allen, VA.

3/05-2/08

- Travel throughout Western NC territory to meet with mortgage brokers to sell mortgage services and products.
- Review loan applications, mentor loan officers on how to structure loans appropriately, and assist with paperwork for submitting loans.

- Some overnight travel to corporate offices and remote locations for required business meetings.
- Recognized as the Top Salesperson in North Carolina.

Education

Jamestown Community College

Jamestown, New York 14701

Attended 9/89-5/91

Major: Criminal Justice/Business

Jamestown High School

Jamestown, New York 14701

New York State Diploma (June 1989)

*Majors: English, History, Electronics

References

Available upon request