

Professional Experience

Account Executive

McGill Life Sciences, Santa Fe, NM | August 2015 - Present

- Generated in excess of \$30 million in revenue from the sale of surgical tools to hospitals and freestanding surgery centers
- Deliver sales presentations to physicians specializing in orthopedic and gastrointestinal surgery
- Answer questions regarding product features and benefits
- Use proprietary software to track sales and manage customer accounts
- Train entry-level and mid-career sales representatives

Sales Manager

PharmaCare, Las Cruces, NM | May 2012 - August 2015

- Developed innovative sales program to market legacy products, increasing revenue by 27% in one year
- Strategized with the marketing team to determine the most effective way to market insulin-delivery systems to medical facilities
- Managed a 13-member sales team, including setting sales targets and conducting performance reviews
- Increased the endocrinology division's customer base by 38% over three years

Sales Representative

CardioMed, Gallup, NM | March 2008 - May 2012

- Ranked as #1 sales representative in 2010 and 2011
- Increased sales in assigned territory by 18% in the first year
- Demonstrated pacemakers and other cardiac devices to surgeons and interventional radiologists

Education

Master's Degree in Business Administration

New Mexico State University, Las Cruces, NM | 2016

Bachelor's Degree in Biological Sciences

University of New Mexico, Albuquerque, NM | 2011

Certifications

- Salesforce Certified Administrator (Salesforce), 2016

James Morgan

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Dynamic sales professional with 12 years of experience in medical device sales, including surgical tools and pacemakers. Excellent communicator who has generated more than \$60 million in revenue over the past decade. Extensive experience using Salesforce to manage customer relationships.

Key Skills

- Account management
- CRM software
- Product demonstrations
- Sales presentations
- Sales training
- Written communication