

**James Morgan**  
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## Profile

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.

## 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*

## Key Skills

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

## Certifications

- Salesforce Certified Administrator (Salesforce), 2016