

NATALIE MONTGOMERY

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Professional senior sales executive with 12+ years' sales experience looking to switch to medical sales. Strong clinical knowledge and understanding of medical terminology. Excellent organizational and prioritization skills with a talent for training and leadership.

EDUCATION

BACHELOR OF SCIENCE IN BIOLOGICAL SCIENCES

University Of Houston-Clear Lake, Houston, TX

September 2002 - June 2006

MASTER OF BIOMEDICAL ENGINEERING

University of Houston, Houston, TX

September 2006 - June 2008

KEY SKILLS

- Strong sales ability
- Assertive and motivational leadership
- Training and mentoring
- Collaborative and independent working
- Detailed knowledge of surgical instruments

PROFESSIONAL EXPERIENCE

SENIOR SALES REPRESENTATIVE

Trillium Staffing, Houston, TX

September 2014 - Present

- Leverage professional networks and events to prospect for new clients, increasing the company's client base by 12% in 2020
- Maintain strong relationships with over 120 existing customers and suggest additional services to meet their needs
- Clearly explain the benefits of the company's services and use effective sales techniques to convert 87% of cold leads to paying clients
- Train 18 new hires in 2020 to increase their product knowledge and selling abilities

SALES EXECUTIVE

DC Group, Houston, TX

July 2008 - September 2014

- Presented technically complex IT solutions to large, high-stakes clients
- Managed the sales process from prospecting to close and maintained enduring relationships, achieving a 98% client satisfaction rate over six years
- Maintained a detailed knowledge of a wide range of fast-changing products and services, independently seeking education to ensure a comprehensive understanding
- Worked independently and multitasked to very tight deadlines, consistently exceeding personal sales goals by at least 32%