

# Jaiden Stubbs

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Driven biomedical engineering graduate with strong clinical knowledge and understanding of orthopedic and surgical devices. Clear and persuasive communicator with a talent for prioritizing tasks to meet challenging deadlines. Warm and engaging interpersonal style with the ability to build rapid rapport with clients and colleagues.

## Education

### Bachelor of Science in Biology

Texas A&M University, San Antonio, TX

September 2007-May 2011

### Master of Biomedical Engineering

University Of Texas, San Antonio, TX

September 2018 - June 2020

Coursework completed:

- Advanced Biomechanics
- Tissue-Biomaterials Interactions
- Medical Device Design
- Biomedical Device Development

## Key Skills

- Strong sales ability
- Written and oral communication
- Organization and multitasking
- Comprehensive knowledge of orthopedic devices
- Independent and collaborative working
- Relationship management
- Quick learning ability

## Professional Experience

### Medical Sales Intern

Medical Sales College, San Antonio, TX | December 2020 - Present

- Leverage persuasive techniques to promote the college's services to graduates, converting 76% of cold leads over three months
- Develop and maintain strong relationships with graduates and healthcare industry employers
- Collaborate with colleagues to assess graduate and employer needs and arrange suitable job placements
- Use professional networks to prospect for new service users, increasing the client database by 9% during the internship period

### Telemarketer

Workforce Solutions Alamo, San Antonio, TX | April 2019 - December 2020

- Clearly explained the company's services and described the features and benefits
- Identified and contacted key decision-makers at potential clients' institutions
- Used problem-solving skills to find solutions to clients' challenges and hesitations
- Scheduled appointments with potential and existing clients for sales representatives and communicated crucial information via telephone and email