

Medical Sales

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PERSONAL STATEMENT

A confident and pro-active young person who has the necessary drive, commitment and interpersonal skills required to deliver outstanding sales results. Anthony has an out-going personality and consultative style that will make it easy for him to fit into any client facing role. He is more than able to deliver territory sales targets, build mutually beneficial relationships with key customers and ensure sustainable, long-term growth for his employer. Being ambitious and highly motivated he always keeps up to date with developments within the medical sales sector, and has the research techniques needed to source new customers and contracts. Right now he is looking for a suitable entry level medical sales position with a company that offers great opportunities for its employees and career progression for ambitious and talented people.

Marketing



Account management
Commercially orientated
Making presentations
Closing sales
Competitor analysis
Cold calling

Personal



'Can do' attitude
Strong work ethic
Negotiating contracts
Excellent communicator
Well spoken
Well presented

Dynamic



Results focused
Target driven
Planning schedules
Tenacious
Client-centric approach
Making appointments

Smart



Commercially astute
Understand clinical data
Business savvy
Responsible & mature
Verbal skills
Influencing skills

ACADEMIC QUALIFICATIONS

Coventry North College

Diploma In Sales and Marketing

2011 - 2012

Pass

Birmingham South High School

A level: Mathematics

A level: English Literature

A level: Geography

A level: Science and Physics

A level: Business Studies

A level: Physical Education

2008 - 2011

Pass

Pass

Pass

Pass

Pass

MEDICAL SALES SKILLS ACQUIRED WHILST STUDYING

- Detailed knowledge of the Medical Sales and Healthcare Markets.
- Can secure new business and at the same time support the management of existing clients.
- Building relationships with and working effectively with both external customers and internal colleagues.
- Increasing the awareness about a company's pharmaceutical and medical products.
- Strong technical aptitude and a desire to constantly learn and develop.
- Able to follow a targeted sales plan to ensure the delivery of key business objectives.
- Organising group events for healthcare professionals.
- Ability to work closely with clinical end users, and third parties like doctors, surgeons and specialist nursing personnel.
- Forging strong relationships in a commercial environment.
- Demonstrating to clients that your product is safer, more effective and more economical than its rivals.
- Flexible enough to be able to cope with frequent changes in medical products and healthcare systems.
- Communicating in a professional manner with doctors, hospital administrators or pharmacists etc.
- Corresponding with customers via telephone, email and face to face to take orders, solicit opinions and provide information.

HOBBIES AND INTERESTS

In his spare time Anthony relaxes by going to the gym and also visiting the cinema with his friends. As someone who likes to keep busy he works as a volunteer fundraiser for a charitable not for profit organisation. He is involved in sourcing funds, organising events, getting publicity and also trying to make contact with influential backers

REFERENCES

Available on request



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