

**JANE DOE**

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**SUMMARY**

Experienced Sales Executive with over 7 years of medical sales experience and 14 years of total sales experience and history of consistently exceeding sales goals and building strong relationships with clients

**MEDICAL SALES EXPERIENCE**

**Well Known Pharmaceutical Company- Fake City, GA**

4/2004-5/2008

*Territory Manager:* Accountable for sales to over 150 dermatologists, podiatrists, and other medical professionals. Promoted product usage based on extensive medical literature describing benefits and functions.

- Ranked as high as #2 in national Circle of Excellence contest.
- Maintained rankings in top 25% of sales force during years of employment.
- Recently ranked as high as #8 for Ziana and #12 for Solodyn. Had over 47% of market prescribing Ziana after just 6 weeks of launch, which is the highest in the country.
- Ranked #1 in the nation for growth of Solodyn, increasing market share 3.8% in just 4 weeks.
- Led the nation in growth for Plexion Cloths in January and February '06, increasing market share over 8% in just two months.
- Repeatedly in top 10 for Triaz Market Share during four years of employment.
- Proven success with product launches, ranking in top 5 for raw script growth during first six months of Dynacin Tablets launch.
- Consistently above national average for growth & market share, winner of Rick's Kicker.
- Successfully managed podiatry accounts, ranking 8 & 9 for growth of Omnicef & Loprox in '06.
- Recognized by management as Territory Manager of the Quarter three times.

**Famous Pharmaceutical- Los Angeles, CA**

11/1999-03/2004

*Territory Manager:* Accountable for sales to over 200 dermatologists, covering the entire state

- Two Time Sales Leader Club winner. Finishing #3 and #5 in the nation.
- #1 in country for Cloderm Sales, grew brand over 18% in 6 months, the highest in the country.
- Highest Cloderm market share and growth rate in the country.
- Grew Embeline E Cream over 8% in 6 months, the highest in the country.

**OTHER SALES EXPERIENCE:**

**Emergency Supply Company – Fake City, CA**

2/2013-Present

*Senior Account Executive:* Fully accountable for sales/marketing and full customer service to plumbing shops, supply houses, property management and commercial accounts in the Fake City area.

- Achieved a 20% growth rate since completing training.
- Received the highest scores on both presentation skills and written exams.
- Consistently leading the team in bringing in new business. 44 new accounts this year.
- Responsible for conducting power point presentations, hosting and coordinating events for large groups of people, as well as maintaining a consistent presence in the market.
- Serves as liaison and direct point of contact for customers, facilitate all quality control issues.

**Jewelry and Gift Boutique USA- Fake City, CA**

10/2010-1/2013

*Head of New Business Development for West Coast & Inside/Outside Sales Representative:* Responsible for B2B selling a tangible product line to new and existing customers.

- Worked closely with management to create strong brand awareness for new line by cold calling, establishing new relationships, and conducting meetings to present products.
- Follow up and maintain ongoing relationships with existing customer base nationwide.
- Facilitate re-orders for current products, present new items to existing & potential customers.
- Repeatedly selected to attend Sports Licensing & Tailgate Show in Las Vegas.

**Residential Property Management Company- Fake City, CA**

2/2009-8/2010

*Leasing Agent:* Worked for high-end apartment homes in the greater Los Angeles area. Promoted property features and benefits to potential residents. Developed marketing materials and helped plan events.

**EDUCATION**

**The University Of Alabama- Fake City, AL**

B.A. in Latin American Studies

Concentrations in Economics and Business Foundations Program

**Instituto De Lengua- Fake City, Honduras**

Intensive Spanish Studies