

OBJECTIVE:

Seeking a professional position as a surgical sales representative, where I can continue my career in sales utilizing my training and experience. Seeking to affiliate with an organization where I can continue to learn and grow within my profession.

EXPERIENCE:

Becton Dickinson Inc., "BD"

Ophthalmic Sales Consultant

Responsibilities include selling ophthalmic surgical instruments and equipment into hospital operating rooms and ambulatory surgery centers. I sell both direct and through the different distributor channels. I work closely with surgeons, materials management directors, purchasing directors, and head technicians. I have represented BD at the American Academy of Ophthalmology and ASCRS for the last three years.

AWARDS AND ACHIEVEMENTS:

- FY '04 – Finished the year 98% of Budget, ranked 6th out of 19 representatives.
- FY '04 – I was a member of the "Million-Dollar Lineup" Team of the Year.
- FY '03 – Finished the year 105% of Budget, ranked 4th in the company out of 28 representatives.
- FY '03 – Received The CEO Strategic Account Team of the year award.
- FY '03 – I was a member of the "Million-Dollar Lineup" Team of the Year.
- FY '02-FY '05 – Successfully trained 5 of the new representatives within the east region.

Polymedco Inc.

Sales Representative

Responsibilities included selling the full line of Polymedco products into hospitals, reference labs, and physicians' office labs.

AWARDS AND ACHIEVEMENTS:

- 2000-2001 – Took over a territory that was averaging \$12,000 a month in sales and grew the territory to an average of \$24,500.
- June 2001 – Territory was 123% over base, year to date (#2 in the company).

Bertek Pharmaceuticals Inc.

AWARDS AND ACHIEVEMENTS:

- 1997-1998 – Presidents Club (Top 25% ranking).
- 1998-1999 – Took a territory ranked 81st out of 95 and finished 42nd.
Promoted to sales trainer in May 1999.

Lanier Worldwide Inc.

AWARDS AND ACHIEVEMENTS:

- Company: Gold Primus Council 1996
Century Club 1995
Top Student Excel I Sales School (Northeast Region)
- District: Territory Representative of the Quarter (January-March 1996)
Territory Representative of the Month (March 1996, June 1996, and March 1997)
Office record for the most dollar volume billed in one month (March 1996)

EDUCATION:

- University of Maryland, College Park, Md.
B.A. in Economics
Honors: Four-year scholarship for athletics
Activities: Member of Varsity Lacrosse Team, Member of Pi Kappa Alpha fraternity
Part-time employment and scholarships enabled me to pay for 100% of my education.