

Goal-oriented professional with proven ability to drive revenue growth across highly competitive markets. Strong relationship builder with excellent individual and group presentation and communication skills. Demonstrates strengths in promoting and increasing product awareness, executing strategic initiatives to enhance sales and developing creative business solutions.

WORK EXPERIENCE

PHILIPS MEDICAL SYSTEMS Chicago, IL

Sales Account Manager Cardiac and Monitoring Systems

- Developed business from prospecting for both new clients and expanding business opportunities from existing client contacts. Built and maintained relationships with the customer and the Philips team.
- Understood customer requirements by assessing the customers' business model, analyzes their strengths and weaknesses and identifies issues, to provide consultative solutions.
- Knew the customers' vision, values, business plan and budget for their entire facility.
- Created solutions to include service, financing and if desired other product divisions within company portfolio. Ensured solutions would demonstrate results of the company key metrics. Negotiated solutions and closed deals emphasizing total value of company portfolio.
- Maintained constant communication with all internal and external parties during the progression of the deal. Prepared for several negotiation scenarios.
- Exceeded order volume targets and individual assigned objectives. Penetrated competitive accounts with substantial growth in market share. Over quota performance for 2003, 2004 with Pinnacle Board Membership, and 2005.

Sales Account Manager Cardiac Resuscitation

- Provide customers with knowledge of new technology and products, design implementation plans, creating needs analysis proposals, and create contracts.
- Exceeded quota in 2002 with accurate forecasting and market share growth.

PAL MEDICAL INSTRUMENTS Chicago, IL

Manufacture's Representative of PHILIPS MEDICAL SYSTEMS, Sales Cardiac Resuscitation

- Exceeded quota and order volume for 2000 and 2001.

Manufacture's Representative of PHILIPS MEDICAL SYSTEMS Customer Engineer Service

- Maintain existing and create new relationships with customers by providing knowledge of products and services.
- Repair and test Philips Medical Products, defibrillators, EKG's and various patient-monitoring products.

TRAINING

6+ years Strategic Selling, Decker Communication, Professional Writing and Presentation, Dale Carnegie, Sales Negotiation, Sales Mastery

EDUCATION

Marquette University - Chicago, IL

Major: BS, Biomedical Engineering **Minor:** Mechanical Engineering