**Joe Jobscan**

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*Seattle, WA 98101*

**SUMMARY OF QUALIFICATIONS**

* Professional Sales Executive with 12+ years of management level experience and consulting roles within the pharmaceutical and medical devices industry.
* Robust knowledge in Sales Force Excellence management and certified trainer.
* Commercial, Marketing and Sales Experience.
* Proven track record of multicultural customer negotiation, group presentations, training and plan of action communication.
* Fluent in English and Spanish.
* Highly skilled in Microsoft Office Suite, SAP (ERP, MRP CRM) and others finance planning tools.

**PROFESSIONAL EXPERIENCE**

**OUTSIDE SALES EXECUTIVE** Sep 2019 – March 2020

**Pro Facility Services, Miami FL**

* Responsible for selling to prospective customers generated through cold calling, networking meetings and clients refer leads.
* Performs cost-benefit and needs analysis of prospective customers to meet their needs and delivers professional on-site sales presentations.
* Responsible for the construction and maintenance of a new client portfolio.
* Prepares value proposition and contracts for prospective customers.
* Maintain a strong relationship with the strategic account using the CRM system.

**COMMERCIAL HEAD**  Nov 2016 – Jul 2019

**Sheffer Consultores, Panama City, Panama**

* Enterprise sales (B2B) of quality management system ISO.
* Design strategies (B2B) with the portfolio of product and services.
* Responsible for successfully achieve of the monthly sales quota and annual forecasts.
* Provide support in the implementation of marketing campaigns to the Panama team.

**DISTRICT SALES MANAGER** Mar 2011 – Sep 2016

**Sanofi, Dominican Republic**

* 2014 Awards Champions of Sales Latin America Region.
* Ensure the achievement of 105% of strategic product goals.
* Ensure the achievement of 98% performance indicators of the sales team.
* Responsible for recruiting and contracting new sales representatives.
* Develop sales representatives by applying coaching and products training.

**SALES FORCE EXCELLENCE AND TRAINING HEAD** Feb 2010 – Mar 2011

**Sanofi, Dominican Republic**

* Provide assessments of the sales representative such as monitoring productivity and performance targets being completed.
* Following the strategic direction of Latin American region.
* Develop and implement indicators to observe sales made.
* Coordination of training on tools, techniques and data interpretation to impact sustainable sales improvement.
* Ensure compliance with ethics and good promotional practices.
* Established alignment and standards across the sales force team and regional sales model utilizing a digital training platform coupled with insightful scientific knowledge.

**SALES EXECUTIVE** Jan 2008 – Feb 2010

**Sanofi, Dominican Republic**

* Sales Executive of innovate portfolio of products.
* Managed and develop a territory with growth sales constantly applying dynamic and innovation techniques.

**EDUCATION**

**Bachelor’s Degree in Marketing (BA)**  Sep 2001-Jun 2005

Vanderbilt University, Nashville, TN

**TECHNICAL SKILLS**

* Microsoft Office Suite
* IBM Cognos BI
* ISO Quality Management System
* One Page CRM