**Joe Jobscan**

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**Summary Statement**

* Professional Sales Representative with 15+ years of management level experience and consulting roles within the pharmaceutical and medical devices industry.
* Commercial, Marketing and Healthcare 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 financial/planning tools.

**PROFESSIONAL EXPERIENCE**

**SALES RESENTATIVE** **Sep 2019 – Mar 2020**

**Sales Care Inc., Seattle, WA**

* Responsible for selling to prospective customers generated through cold calling, marketing and relationship referrals.
* Performs cost-benefit and needs analysis of prospective customers to meet their needs and delivers professional on-site sales presentation.
* Prepares proposals and contracts for prospective customers.
* Maintain accurate record keeping and produce reports using a CRM system.

**COMMERCIAL MANAGER**  **Nov 2016 – Jul 2019**

**Seattle Sales Consultants, Seattle, WA**

* Enterprise sales (B2B) of quality management system ISO.
* Create strategies (B2B) with the portfolio of product and services.
* Responsible for successfully achieving the monthly sales quota and annual budget.
* Responsible for the client relationships.
* Provide support in the implementation of business strategic to the Panama office staff.

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

**Seattle Sales Consultants, Seattle, WA**

* 2014 Awards Champions of Sales Latin America Region.
* Achieve the sales budget of the product portfolio.
* Ensure the achievement of 98% performance indicators of the sales team.
* Responsible for managing multiple business units with successful goals.
* Develop sales representatives by applying coaching and products training.

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

**Seattle Sales Consultants, Seattle, WA**

* 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.
* Follow up the Branding and District Sales Manager KPI’s.
* Strategically deliver training on tools, techniques and data interpretation to impact sustainable sales improvement.
* Established alignment and standards across the sales force team and regional sales model utilizing a digital training platform coupled with insightful scientific knowledge.

**SALES REPRESENTATIVE** **Jan 2008 – Feb 2010**

**Seattle Sales Consultants, Seattle, WA**

* Sales Representative of an innovative portfolio of products in hospitals.
* Managed and developed a territory with growth sales constantly applying dynamic and innovation techniques.
* Responsible for achieving sales of insulins, medical devices and cardiovascular products.
* Develop territorial tactical plans with the District Sales Manager.

**EDUCATION**

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

**University of Washington, Seattle, WA**

**TECHNICAL SKILLS**

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