

Joe Jobscan

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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