

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 REPRESENTATIVE

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