

## Nathanial Sully

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**Objective:** Looking for a position of a Dental Sales Manager with a reputed Dental equipment firm, where I can enhance my knowledge of the dental field and grow professionally.

**Experience:** Deans Dental Equipment New York  
**Dental Sales Manager** 2009 to Present

- Managed and coordinated daily sales activities.
- Directed staffing, training and performance evaluations in order to develop and control sales program.
- Coordinated sales distribution by establishing sales territories, quotas and goals.
- Advised dealers, distributors and clients concerning sales and advertising techniques.
- Trained and managed a team of 10 dental sales executives, resulting in significant improvements in their productivity.
- Assigned sales territory to sales personnel.
- Analyzed sales statistics in order to formulate policy and to assist dealers in promoting sales.
- Reviewed market analyses in order to determine customer needs, volume potential, price schedules and discount rates.
- Developed sales campaigns in order to accommodate goals of company.
- Directed product simplification and standardization to eliminate unprofitable items from sales line.
- Represented company at trade association meetings to promote product.
- Coordinated liaison between sales department and other sales-related units.
- Analyzed and controlled expenditures of division in order to conform to budgetary requirements.
- Assisted other departments within establishment to prepare manuals and technical publications.
- Prepared periodic sales report showing sales volume and potential sales.
- Directed sales for manufacturer, retail store, wholesale house and other establishment.
- Directed product research and development.
- Recommended and approved budget, expenditures, appropriations for research and development work.

Martinsdale Dental Instruments & Equipment New York  
**Sales Representative** 3/3/2005 to 3/3/2009

- Sold medical and dental equipment and supplies to doctors, dentists, hospitals, medical schools and retail establishments.
- Studied data describing new products to develop sales approach.
- Compiled data on equipment and supplies preferred by customers.
- Advised customers of equipment for given needs based on technical knowledge of products.
- Provided customers with advice in such areas as office layout, legal and insurance regulations, cost analysis and collection methods to develop goodwill and promote sales.
- Utilized knowledge of products sold.
- Compiled lists of prospective customers for use as sales leads, based on information from newspapers, business directories and other sources.
- Traveled throughout assigned territory to call on regular and prospective customers and to solicit orders.
- Quoted prices and credit terms and prepared sales contracts for orders obtained.
- Estimated date of delivery to customer, based on knowledge of own firm's production and delivery schedules.
- Prepared reports of business transactions and kept expense accounts.

<b>Education:</b>	Sunnydale High School <b>High School Diploma</b>	New York 2001
	State University of New York <b>Bachelors of Commerce</b>	New York 2005
	State University of New York <b>Masters of Business Administration</b>	New York 2008

**References:** Available upon request