

Kelly Johnson
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Objective: Looking for a position as a Dental Sales Representative in a reputed dental equipment firm.

Experience

All Smiles Dental Equipment New York
Dental Sales Representative 3/3/2009 to Present

- 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.

Education

Sunnydale High School New York
High School Diploma 2004

State University of New York New York
Bachelors of Commerce 2008

References: Available upon request