

John Smith

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OBJECTIVE: Interested in the position of a Medical Sales Representative with a leading Pharmaceutical company.

KEY SKILLS:

- Great negotiating skills & sales skills
- Great customer service & communication skills.
- Ability to gain customer confidence in the shortest span of time and build customer relations.
- Ability to assess every different customers' needs.
- In-depth knowledge of the medical & pharmaceutical industry.
- Able to effectively meet sales goals.

EXPERIENCE:

GPL Pharmaceuticals

New York

Medical Sales Representative

3/3/2009 to Present

- Sold drugs & medical supplies to doctors, dentists, hospitals, medical schools and retail establishments.
- Studied data describing new products to develop sales approach.
- Compiled data on drugs & supplies preferred by customers.
- Advised doctors on the 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: **State University of New York**
Bachelors Degree in Marketing

New York
2009

REFERENCES: Available upon request