

**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:** Sunnysdale High School New York  
High School Diploma 2004

State University of New York New York  
**Bachelors of Commerce** 2008

**References:** Available upon request