





Frances Gutierrez

Healthcare Account Manager

Healthcare account manager with eight years in medical device sales and client education. Skilled at clinical presentations, KOL engagement, and territory expansion. Grew device adoption by 60% in three major hospital systems.

Contact

-  (123) 456-7890
-  email@example.com
-  LinkedIn | Portfolio
-  Philadelphia, PA

Key Skills

- Clinical training
- KOL engagement
- Hospital system sales
- FDA compliance
- Launch management

Education

- Bachelor of Science in Biomedical Engineering
- Pennsylvania State University , University Park, PA
- May 2014

Professional Experience

HEALTHCARE ACCOUNT MANAGER | MEDITECH DEVICES , PHILADELPHIA, PA
JUNE 2017 – PRESENT

- Manage 12 health systems with a combined \$9M revenue, delivering 15% CAGR
- Conduct 40+ clinical trainings annually, improving product utilization by 35%
- Lead cross-functional launch teams for two FDA-approved devices

CLINICAL SALES SPECIALIST | MEDITECH DEVICES , PHILADELPHIA, PA
JUNE 2014 – APRIL 2016

- Supported clinical trials and publications, contributing to three peer-reviewed papers
- Maintained 100% clinical compliance during audits
- Built relationships with 50+ OR directors to secure preference agreements

Certifications

- Certified Medical Sales Professional (CMSP) | National Association of Medical Sales Representatives | value