

# 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