


Rebecca Phillips

Sales Representative

Field sales representative with five years closing mid-market deals in medical devices and dental supply. Known for clean forecasts and tight follow-up. Looking for a territory with room to expand into hospital systems.

CONTACT INFORMATION

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KEY SKILLS

- Territory planning
- Salesforce, Veeva CRM
- Mid-market and DSO selling
- Trade show lead capture
- Contract and pricing negotiation
- Forecasting and pipeline reviews
- Product in-service training
- Competitive displacement

PROFESSIONAL EXPERIENCE

TERRITORY SALES REPRESENTATIVE | SONORA DENTAL SUPPLY, TEMPE, AZ 2021 – PRESENT

- Manage a 90-account territory across Arizona and southern Nevada with a \$1.2M annual quota.
- Finished 2023 at 118% of plan, ranked 4th of 31 reps nationally and earned President's Club.
- Won back a 22-location DSO that had churned to a competitor the prior year, worth roughly \$210K in annual run rate.
- Cut weekly admin time by moving the team off three separate trackers onto a single Salesforce dashboard I built with ops.
- Cover trade shows in Phoenix and Las Vegas, averaging 45-60 qualified leads per event.

ASSOCIATE SALES REPRESENTATIVE | CACTUS MEDICAL DEVICES, PHOENIX, AZ 2019 – 2021

- Supported two senior reps across orthopedic clinics in the Phoenix metro.
- Owned the small-account segment (under \$25K annual spend) and grew it about 30% over 18 months.
- Ran in-service training for nursing staff at six surgery centers.
- Promoted to full territory rep ahead of the typical 24-month timeline.

EDUCATION

- B.S. Kinesiology, Arizona State University, 2018