

Donald Walker

Medical Sales

Phoenix, AZ 12345 | (602) 555-0169 | alicia.whitfield@example.com

Profile

Territory manager with six years in cardiovascular device sales across Arizona and southern Nevada. Built two new hospital accounts from scratch and consistently ranked in the top quartile for quota attainment. Strong clinical foundation from prior cath lab technologist experience.

Professional Experience

Territory Manager, Cardiovascular | Sierra Vascular Devices, Phoenix, AZ **2021 – Present**

- Own a \$3.6M territory selling coronary and peripheral intervention products across 18 hospitals.
- Delivered 119% of quota in 2023 and 106% in 2022; top 15% of the national field team both years.
- Won a system-wide agreement at a three-hospital cardiology group after 14 months of value-analysis work.
- Provide case coverage in cath and hybrid ORs, averaging 18-22 cases per week.
- Onboarded two new interventionalists on device technique, including cadaver and simulator labs.

Associate Territory Manager | Sierra Vascular Devices, Tucson, AZ **2019 – 2021**

- Ramped a shared southern Arizona territory from partial coverage to \$1.4M in annual sales.
- Ran 12+ cases per week and handled all loaner and consignment logistics.
- Promoted to full territory manager after posting back-to-back quarters above 110% of quota.

Cardiovascular Technologist | Copper State Medical Center, Tucson, AZ **2017 – 2019**

- Scrubbed and monitored in an 8-lab cath suite performing 20-25 procedures per day.
- Trained new techs on wire, catheter, and closure device handling.
- Transitioned to industry after two years of vendor exposure in the lab.

Education

BS, Health Sciences, Arizona State University, 2017

Registered Cardiovascular Invasive Specialist (RCIS), Cardiovascular Credentialing International, 2018

Key Skills

- Cath lab and hybrid OR case coverage
- Coronary and peripheral intervention products
- Physician training and proctoring support
- Value-analysis committee negotiation
- System-level contract wins
- Salesforce, Veeva CRM

- Territory planning and account segmentation
- Consignment and loaner logistics
- Clinical evidence and study data selling