

Mary Johnson

Medical Sales

Associate medical sales representative with two years in wound care and surgical supply. Background in collegiate athletics translates to comfort with call volume, competitive rankings, and long sales cycles. Currently covering 60+ accounts across middle Tennessee.

CONTACT INFORMATION



(615) 555-0187



marcus.delacroix@example.com



Nashville, TN 12345

EDUCATION

BS, Exercise Science, University of Tennessee, 2022

Certifications: bloodborne pathogens safety, patient privacy training (annual)

KEY SKILLS

- Cold calling and territory prospecting
- Product demos and in-service training
- Wound care clinical knowledge
- Veeva CRM, Salesforce
- Sample and consignment management
- Long-term care and home health selling
- Objection handling
- Weekly pipeline reporting

PROFESSIONAL EXPERIENCE

Sales Representative, Wound Care | Halcyon Medical Supply, Nashville, TN 2023 – Present

- Sell advanced wound dressings and negative pressure systems to skilled nursing facilities, wound clinics, and home health agencies.
- Finished first full year at 112% of quota on a \$780K territory, earning Rookie of the Year runner-up.
- Opened 11 net-new accounts by shadowing wound care nurses on rounds and running product trials.
- Log 35-40 in-person calls per week in Veeva CRM and manage sample inventory for the territory.

Sales Development Representative | BrightPath Health Technologies, Nashville, TN 2022 – 2023

- Booked qualified demos with practice managers and physicians for a patient-intake software platform.
- Averaged 80+ outbound calls per day and 20 booked meetings per month, top three on a team of nine.
- Promoted to field sales after 11 months.