

# Top Candidate

(201) 843-6009 | Info@TopCandidateSG.com | Rockaway, NJ

Experienced International Sales Analyst with a demonstrated history of working in the medical device industry. Skilled in Medical Devices, Customer Relationship Management, (CRM), Sales Analysis and Forecast, Data Input, B2B, Metrics, International Relations, Account Management, and Leadership. Driven to exceed organizational goals by transforming data into meaningful, storytelling outputs. Thrives with new challenges utilizing and expanding current skill sets.

## Professional Experience

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### **Medtronic**

**February 2018 - Present**

#### **Sales Operations Analyst (1/20 – Present)**

- Responsible for leading the Territory Optimization Process providing internal and external stakeholders with critical metrics to support the business on a regional, division, and national level.
- Restructured the indexing calculation resulting in a more accurate representation of measuring territory workload.
- Built new optimization tracker and verification reports to assist in field sales execution.
- Created quarterly optimization decks with key metrics used by senior leadership.
- Responsible for monthly Claimed versus Aligned reports for General Managers to ensure field sales accuracy.
- Lead key projects: Market Share Potential analysis, Territory Profiling analysis, Market Growth analysis, Territory ROI, lost account analysis and identifying impacts for all “what-if” scenarios from sales leadership.
- Circle of Excellence Nominee – Leadership nomination for outstanding performance amongst the entire organization.
- Delivered leadership and assistance to sales team using problem solving and creative thinking to identify and resolve issues with sales and orders increasing sales 59% in 2020.
- Piloted SOI (Special Order Item) process, collaborating with marketing and manufacturing on design, timeline, and pricing of a device, increasing sales by 7%.

#### **Sales Operations Associate (2/18 - 1/20)**

- Assisted with the Territory Optimization Process responsible for communication, planning, and implementation of all territory level alignment changes for the organization.
- Maintained the organization’s mapping software at all levels: Division, Market, Branch, and Territory.
- Maintained master baseline files used for Salesforce account access.
- Responsible for completing the quarterly zip code and account update process after all field changes have been received.
- Hosted quarterly deployment meetings with Market Vice Presidents to review and discuss territory strategy changes.
- CFO Eagle Award Winner – Colleague nominated MVP award.

### **ABC Inc.**

**August 2017 – January 2018**

#### **Market Analytics Intern, Insurance**

- Tracked, analyzed, and quantified new business opportunities by gathering market performance information to inform executives of current trends and conditions to assist in business development.

- Assisted in data input into the claims system for registration of claims, payment billings and other transactions directed by the Property Casualty/Workers Comp Claim Staff such as certificates or endorsements using the CRM.

## **Education**

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Penn State University – State College, PA

January 2014 – December 2017

Major: Bachelor of Arts -- Economics; Business emphasis GPA 3.2

## **Extra-Curricular**

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Alpha Phi Alpha Fraternity Secretary 2015-2017

Achieved Eagle Scout –the highest rank attainable in the Boy Scouting program of the Boy Scouts of America (BSA)

President, Central High School Athletic Booster Club