

Top Candidate

Rockaway, NJ 07866

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PROFESSIONAL EXPERIENCE

XYZ MEDICAL DEVICES, Inc.

June 2018 – Present

Territory Manager & Field Sales Trainer

Responsible for introducing and marketing IVC Filters, Mechanical Thrombectomy devices, Biopsy devices, BLN's, and drainage catheters to Vascular Surgeons, Interventional Cardiologists, Interventional Nephrologists and Interventional Radiologists. Training corporate new hires within the New Orleans market by implementing hands-on field sales training program.

- Achieved current ranking - #10 out of 44 - 2019 - 103% to plan.
- Developed territory from \$650K to \$1.2M annually.
- Achieved President's Club Award (#6 out of 44 – Top 7 territories)– 2018.
- Achieved Rookie of the Year – Runner-up – 2018.
- Achieved Highest Percent to plan – 114% - 2018.
- Promoted to Field Sales Trainer - 2021.
- Exceeded Quota in 5 of 6 Focus Product Categories – 2022.

GLAZERS BEVERAGE COMPANIES

January 2010 – June 2018

Category Manager (9/16 – 6/18)

Evaluated sales, distribution, and support of new products while preparing an assortment optimization analysis, merchandising effectiveness, and efficiency measures. Analyzed and proposed shelf position changes to maximize schematic key metrics utilizing space planning software.

Outside Sales Representative (1/10– 8/16)

Responsible for calling on Major Chain Grocery, Independent Grocery, and Convenience level stores by implementing monthly pricing and programming. Completed sales training programs with Gallo Winery and Beam Suntory (Jim Beam).

- Achieved 111% to plan at switch – 2016 – Promoted to Category Manager.
- Achieved 107% to plan – 2013.
- Achieved 107% to plan at switch – 2012 – Promoted to different division.
- Achieved 115% to plan – 2011.
- Achieved 95% to plan – 2010.
- Salesman of the Year – 2016.
- 10-time – Salesman of the Month.

EDUCATION

Seton Hall University - Bachelor of Arts, Marketing 2009

Member of Tau Kappa Epsilon Fraternity

ACTIVITIES

2005 All-District – Offensive Tackle – West Orange High School
3-year letterman High School Football/Wrestling/Track and Field