

HALI BENGASHIMI

Louisville, KY | (502) 123-4567 | sampleresumetemplates.com

MEDICAL DEVICE TERRITORY SALES MANAGER

Top-producing sales driver with a record for capturing double-digit revenue above quota resulting from an unmatched talent for building relationships with scientists and medical professionals in private medical offices during lunch & learns, industry conferences, and major medical centers.

PROFESSIONAL EXPERIENCE

Sales Territory Manager | MEDICAL SOLUTIONS - Louisville, KY 4/2015 - Present

- Sell clinical services to hospitals, nursing homes, private physicians, and home care agencies.
- Accelerated sales to \$3 million in one-year demonstrating a deep knowledge of sales and marketing strategies that encompassed cold calling, networking, canvassing, and trade shows.
- Developed two successful client-training programs for end-users and clinical personnel.
- Directed the grand opening and developmental phases of two out-patient satellite centers.
- Initiated the increase of in-house testing procedures resulting in a 40% reduced referral budget.
- Manage a professional sales staff in areas of interviewing, hiring, supervising, and training, demonstrating strong motivational, leadership, and team building skills.

Account Executive | MED LITES - Louisville, KY 2/2012 - 4/2016

- Sold UV, Fluorescence, FTIR, and LC instrumentation throughout an expansive sales territory.
- Targeted and generated sales leads with medical professionals and academic thought leaders.
- Serviced accounts exercising a technical knowledge of products and market segments.
- Developed business plan and implementing strategic tactics that achieve desired results.
- Worked with customers, product specialists, and factory personnel on product specifications.
- Penetrated competitive accounts and stayed informed of medical market developments.
- Generated monthly reports detailing forecasted business and significant sales situations

Account Executive | DENGUARD - Louisville, KY 7/2006 – 2/2012

- Inherited a virgin territory targeting a viable medical community throughout various counties.
- Expanded territory to 115 accounts comprised of single and franchised dental practices and clinics.
- Cross-sold CEREC and operatory dental equipment, dental practice furniture, and an expansive product line of sundries that included leading brands, such as Eastman Kodak films.
- Cultivated relationships with dentists and laboratory clinicians and generated new business through delivery of discovery meetings, lunch & learns, and annual education lectures and seminars.
- Conducted client needs assessments and provided financial consultation on ROI and tax incentives.
- Partnered with manufacturer representatives to keep informed of new technologies and to facilitate the sales process by educating customers on chemical components and equipment features.
- Trained clients on a proprietary electronic ordering system to manage product orders, shipments, claims reimbursements, contract maintenance, and reporting activities.

EDUCATION

B.S., Bio Sciences | LOUISVILLE UNIVERSITY