

Sales CV Template



The only sales CV you need!

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PERSONAL PROFILE

A sales professional with 6 years sales experience within the healthcare market. I have received formal sales training and can demonstrate my achievements within each sales role I have undertaken. I have a track record of successfully developing new business relationships with decision makers at all levels, both commercial and clinical.

CAREER HIGHLIGHTS

- Closed St Peters Hospital deal, previously used competitor for 6 years
- Newcomer of the year 2014 at James and James Surgical
- Rookie of the year at Farafield in 2008

CAREER HISTORY

James & James Surgical, Account Manager, Sept 2013 - present.

James & James Surgical manufacture laparoscopic and endoscopic surgical equipment. They also supply consumables and service contracts.

Responsibilities:

- Selling surgical equipment to Hospitals (90% NHS 10% private) within the M25 area.
- Maintain and develop relationships with clinical and commercial decision makers including surgeons, theatre managers, ODPs, scrub nurses and commissioning/procurement departments.
- Products sold mainly into bariatric surgeons but product also used for general surgery, urology, orthopaedic and ENT surgical procedures.
- Developing KOL relationships and gaining clinical advocacy to help influence the procurement process.
- Setting up demos and trials.

Achievements:

- Closed deals with: **Guys & St Thomas' £25k capital £2k/month consumables, Whipps Cross Uni Hospital £18k capital only leading to Barts NHS trust wide deal totaling £88k with a £12k a year service contract, Listers (HCA) £45k capital and £3k/month consumables.**
- Target Jan 2015 – Dec 2015 **£450,000**, achieved **£477,980 (106%)**
- Target Jan 2016 – Dec 2016 **£650,000**, achieved **£400,450** YTD with **£450,000k pipeline** for Q4, forecast **£675,000 to £700,000** based on current sales efficiencies.
- 2017 pipeline currently running at **£550,000** of potential business.

Drapey Drapes, Area Sales Manager, Sept 2011 – Sept 2013

Drapey Drapes are a distributor of disposables including drapes, gowns and gloves for the medical industry.

Responsibilities:

- Proactively seek new business with NHS Trusts, Private Hospitals, Ambulance Trusts, GP Surgeries, Veterinary Surgeries, Dental Surgeries and First Aid providers/training companies.
- Brand new role within the business, previously sold via an online presence.
- Created a database and through cold calling, self-generated appointments and networking grew the business year 1 to £250,000
- Role developed to 50% new business and 50% account management.
- Dealt with all levels of decision makers and influencers from nurses, surgeons and GPs to procurement managers, managing directors and business owners.

Achievements:

- Increased turnover on patch from **£0** in 2011 to **£457,890** for by the time I departed in Sept 2013
- Target Jan 2014 to Dec 2014 **£150,000**, achieved **£250,000**
- Target Jan 2015 to Dec 2015 **£400,000**, achieved **£457,890** by Sept 2013 with a **£150,000** pipeline for Q4 2013

Farafield Field Focus, Syndicated Sales Representative, Sept 2008 – Sept 2011

Farafield Field Focus provide sales professional on a contract basis to pharmaceutical manufacturers.

Responsibilities:

- Represented Pfizer, Sanofi, Eli Lilly and GSK manufactures on the Surrey Syndicated Sales Team.
- Promoted drugs within the following therapeutic areas: Erectile Dysfunction, Smoking Cessation, Diabetes & Hypertension.
- Building relationships with GPs, GPwSIs, and Nurses.

Achievements:

- 117% SVT 2009
- 150% SVT 2010



EDUCATION AND TRAINING

- **2011-2016** BMS Performance Sales Training, Effective Time Management
- **2006-2008** Surrey School, 3 A-Levels (English Lit, PE, History)
- **Hobbies:** Rugby, Football, Cooking, Running, Socialising, Competitive Dog Grooming.