

MICHAEL BROWN

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Health care sales professional with over eight years of experience in medical devices and pharmaceutical sales. Demonstrated ability to build strong client relationships, exceed sales targets, and contribute to company growth. Skilled in strategic planning, market analysis, and product knowledge. Holds a Bachelor of Science in Business Administration and relevant industry certifications.

Professional Experience

Senior Health Care Sales Representative | MediTech Solutions | New York, NY | June 2018 to Present

- Consistently exceeded sales targets by an average of 25% over the past five years, contributing to a revenue increase of \$5 million
- Developed and maintained relationships with over 200 health care professionals, including physicians, hospital administrators, and procurement managers
- Conducted product demonstrations and training sessions, increasing product adoption rates by 30% within two years
- Collaborated with the marketing team to develop promotional materials and campaigns that boosted regional market share by 15%

Health Care Sales Representative | HealthFirst Products | Newark, NJ | May 2015 to May 2018

- Achieved 120% of sales quota annually for three consecutive years, resulting in recognition as a top performer
- Expanded client base by 40% by identifying new market opportunities and building relationships with key decision-makers
- Provided excellent customer service, improving client retention rates by 20% over a two-year period
- Stayed up-to-date with industry trends and regulations, ensuring compliance and competitive advantage

Key Skills

- Client relationship management
- Sales strategy and planning
- Market analysis and research
- Product demonstrations and training
- Negotiation and closing deals
- CRM software proficiency
- Regulatory compliance knowledge
- Team collaboration
- Communication and presentation skills
- Time management

Education

Bachelor of Science in Business Administration | State University of New York, Albany, NY

Certifications

Certified Medical Sales Professional (CMSP) | Medical Sales College
Certified Sales Professional (CSP) | National Association of Sales Professionals
HIPAA Compliance Training Certification