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Emily Nguyen

Medical device sales representative with 11 years of experience promoting surgical and diagnostic equipment to health care providers. Skilled in product training, client relationship management, and regulatory compliance. Proven track record of exceeding sales targets while fostering trust and long-term client partnerships.

CONTACT



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LinkedIn | Portfolio



Los Angeles, CA 90017

EDUCATION

Bachelor of Science Biomedical Engineering, University of California
San Diego | May 2013

KEY SKILLS

- B2B sales in health care
- Product training and demonstrations
- Regulatory compliance
- Sales forecasting
- Strategic planning

PROFESSIONAL EXPERIENCE

MEDICAL DEVICE SALES REPRESENTATIVE | MEDITECH DEVICES, LOS ANGELES, CA

JANUARY 2016 – PRESENT

- Increased sales revenue by 40%, generating \$4 million in annual revenue through targeted sales strategies
- Delivered 100+ product training sessions for surgeons and clinical staff, improving device utilization rates by 25%
- Collaborated with research and development (R&D) teams to relay customer feedback, leading to product improvements

SALES ASSOCIATE | HEALTHCORE MEDICAL EQUIPMENT, SAN DIEGO, CA

MARCH 2013 – DECEMBER 2015

- Exceeded quarterly sales quotas by 30% by building strong relationships with health care providers
- Supported new product launches, contributing to \$2 million in additional sales revenue
- Ensured compliance with health care regulations in all sales and marketing efforts