

Cary Career – Sales Professional

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Education

University of Wisconsin Oshkosh

Bachelor of Liberal Studies

Major: Organizational Administration

Oshkosh, WI

May 2022

Summary of Qualifications

- 13 years professional experience in medical sales
- Created a training and development program for sales associates; contributed to 20% decrease in sales associate turnover during two years
- Developed successful orientation program serving over 150 new sales associates
- Established sales mentoring program and offered coaching and networking opportunities
- Skilled communicator including collaborative relationship building and knowledge sharing among sales associates
- Interact with diverse populations face-to-face and via telephone and electronic media

Healthcare Experience

Sales Organization Inc.

Appleton, WI

Senior Training and Development Sales Associate, Healthcare

January 2014 - Present

- Orient new sales associates to organizational and departmental sales processes and expectations
- Support and evaluate new sales associates' progress toward sales goals
- Maintain and analyze key performance indicators for sales associates in Healthcare Division
- Organized shadowing and mentoring program to enhance professional development opportunities

West Business Solutions

Green Bay, WI

Sales Associate, Healthcare

June 2010 - January 2014

- Maintained professional relationships with customers, delivering outstanding service, and representing quality products
- Provided solutions based on changing customer needs resulting in 97% quota attainment
- Managed medical-surgical supply market share in excess of \$3M
- Collaborated on new product launches with marketing and communication team on three major sales projects
- Guided sales process development within the Healthcare Division by mentoring other sales associates

Community Involvement

Habitat for Humanity Appleton, WI - Volunteer Fundraiser

September 2018 - Present

Oshkosh Relay for Life Oshkosh, WI - Organizer

April 2018

Big Brothers Big Sisters Oshkosh, WI - Volunteer Big Brother

May 2015 - May 2017