

# JOHN SMITH

## MEDICAL DEVICE SALES ENGINEER

### CONTACT

@ example@example.com

☎ 123-456-7890

🏠 Minneapolis, MN

🌐 example.com

👤 linkedin.com/in/example

📧 example.com

### SKILLS

- Sales and Marketing
- Medical Device Industry Knowledge
- Technical Sales Support
- Account Management
- Communication and Presentation

### EDUCATION

#### Bachelor of Science

Sep 2010 - May 2014

University of Michigan

Ann Arbor, MI

#### Biomedical Engineering

3.5/4.0

#### Master of Business Administration

Sep 2014 - May 2016

University of California, Los Angeles

Los Angeles, CA

Business Administration

3.8/4.0

### LANGUAGES

English Native

Spanish Intermediate

### SUMMARY

Results-driven Medical Device Sales Engineer with 5+ years of experience driving revenue growth and expanding customer base for medical device products. Proven track record of success in sales strategy development, account management, and technical sales support.

### EXPERIENCE

#### Senior Sales Engineer

Jan 2018 - Present

Medtronic

Minneapolis, MN

Develop and execute sales strategies to drive revenue growth and expand customer base for medical device products

- Generated \$1.2M in new business revenue within 6 months, exceeding sales targets by 25%
- Built and maintained relationships with key decision-makers at major hospitals and medical institutions, resulting in a 30% increase in sales pipeline
- Collaborated with cross-functional teams to launch new products, achieving a 95% customer satisfaction rate
- Provided technical support and training to customers, ensuring successful product implementation and reducing complaints by 40%

#### Sales Engineer

Jun 2015 - Dec 2017

Boston Scientific

Marlborough, MA

Responsible for sales and marketing of medical device products to hospitals and medical institutions

- Achieved an average sales growth rate of 15% per annum, consistently meeting or exceeding sales targets
- Developed and executed account plans to penetrate new markets and expand existing customer base, resulting in a 25% increase in sales territory
- Worked closely with customers to understand their needs and provide tailored solutions, resulting in a 90% customer retention rate

### PROJECTS

#### Medical Device Sales Strategy Development

Jan 2020 - Jun 2020

Project Lead

Developed and implemented a sales strategy for a new medical device product, resulting in a 25% increase in sales revenue within 6 months

Market research and analysis • Competitor analysis •

Sales forecasting and planning

#### Customer Relationship Management System Implementation

# CERTIFICATES

## Certified Sales Professional

Jan 2018  
National Association of Sales Professionals

Certification in sales professionalism, demonstrating expertise in sales principles, practices, and techniques

## Medical Device Regulatory Affairs Certification

Jun 2019  
Regulatory Affairs Professionals Society  
Certification in medical device regulatory affairs, demonstrating knowledge of regulatory requirements and compliance

Jul 2019 – Dec 2019  
Project Team Member

Implemented a customer relationship management system to track customer interactions and sales activities, resulting in a 30% increase in sales efficiency  
CRM software • Data analysis and reporting