

# Sample Resume

**Chris D. Rymer**

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## Professional Profile:

Five years professional sales and business development experience including direct selling of medical implant devices and business-to-business sales.

- **Consistent record of exceeding sales quotas**
- **Formal Sales Training**
- **Established relationships with physicians, hospitals, and clinics**

## Experience:

### **Sportech Corporation**

**May 2002 - Present**

#### **Territory Sales Representative**

Sales representative for a manufacturer of medical implant devices for the sports medicine industry. Cover a territory encompassing North Carolina, South Carolina and Georgia. Excellent relationships built with orthopedic, neuro, general surgeons, podiatrists, and physical therapists. Responsible for new account development and maintaining existing relationships.

- Educated physicians and their staff on the use, function and safety of Sportech's Implant Devices.
- Developed company's sales training program for new hires.
- Maintained client satisfaction and retention by conducting monthly training presentations and luncheon seminars.
- Launched new fixation product to spinal surgeons.
- Ranked #2 out of 75 Representatives - 2005.
- Presidents Club Achiever 2003, 2004, and 2005.
- Currently 126% of quota.

### **Image Duplicators**

**Feb. 2000 - May 2002**

#### **Corporate Account Sales Representative**

- Corporate Account Sales Representative for a Fortune 500 manufacturer and distributor of high-speed duplicators. Lead generation, cold calling, prospecting, preparing and presenting proposals for mid to large-size business.
- Negotiated contacts with utility service corporations, hospitals, and government agencies.
- Expanded business into previously undeveloped markets – school districts, printing service corporations, software manufactures.
- Instrumental part of team that closed largest leasing contract in the South East division.
- Coordinated after sales support and technical training.
- Rookie of the Year 2000.
- Gold Trophy Award 2001 (top 5% of company).
- Hot Shot Seller 2002 (awarded trip to Mexico).
- Consistently over quota.

## Education:

### **North Carolina State University, Minersville, NC**

#### **B. A. Business Administration / Marketing**

**Dec. 1999**

Member of Presidential Leadership Council. Awarded service scholarship grant. Maintained a 3.5 GPA while working 40 plus hours a week at The Copy Connection.

## Additional Sales Training:

- Professional Sales Negotiations course, Winning Account Strategies. **Sept. 2003**
- SPIN Training, Tom Hopkins Seminar. **May. 2002**
- Power Presenting – Dynamic Public Presentation Seminar. **Aug. 2001**
- Advanced Customer Sales Training, Xerox Training Center Leasburg, VA. **Feb. 2000**