



Mariana Owen

Sales Representative

📞 (217) 555-0198 ✉️ mariana.owen@example.com

🌐 linkedin.com/in/marianaowen 📍 123 Medical Lane, Springfield, IL 62701

SUMMARY

Compassionate sales leader with over 7 years in the medical products domain, particularly focused on revamping distributor relations and accelerating revenue growth. Skilled at nurturing relationships with buyers and category managers, resulting in significant partnership advances. Proven success in managing complex accounts through diligent negotiation during lengthy sales cycles. Developed tailored private label solutions for existing clients while identifying new business opportunities within distributor accounts. Contributed valuably to RFP preparation, ensuring competitive offers by aligning internal stakeholder input effectively. Enthusiastic about leveraging this experience to make an impactful contribution.

EXPERIENCE

Senior Sales Executive

HealthPro Distributors 📅 January 2020 - Present 📍 Chicago, IL

Strategized growth initiatives focusing on key national distribution accounts while overseeing various operational dynamics impacting revenue. Managed a team dedicated to enhancing service delivery and meeting diverse customer needs.

- Spearheaded initiatives leading to a 25% sales increase with major partnerships like Medline.
- Cultivated invaluable ties with category managers facilitating improved product collaborations.
- Standardized processes contributing to timely responses for distributor proposals, fostering efficiency.
- Developed compelling private label product portfolios tailored to evolving market demands, securing account loyalty.
- Launched high-impact product sampling strategies that increased purchase order conversions significantly.
- Tracked sales performance metrics and presented actionable insights in monthly reviews with executive teams.

Account Manager

MediSupply Partners 📅 June 2016 - December 2019 📍 Peoria, IL

Directed account strategy programs aimed at maximizing profitability within high-stakes client portfolios. Collaborated closely with cross-functional teams to ensure sync between pricing models and client expectations.

- Achieved consistent sales targets through effective account penetration and targeted marketing efforts.
- Instituted solutions proactively identifying bids and RFP processes to streamline competitor offerings.
- Engaged in rigorous market analysis revealing trends that influenced product development directions.
- Enhanced team performance through robust training sessions on new product functionalities and sales techniques.
- Participated hands-on in various RFP campaigns that yielded a stronger market position in fast-moving segments.
- Fostered client relationships made easier by addressing their concerns swiftly and thoughtfully, earning repeat contracts.

Sales Representative

MediTech Solutions 📅 March 2015 - May 2016 📍 Champaign, IL

Executed outreach campaigns for healthcare facilities, accumulating a diverse client base across multiple sectors within the market. Focused on understanding client specifications and aligning solutions accordingly.

- Secured a marked uptick in hospital partnerships through active networking and introduction strategies.

STRENGTHS

👥 Client Relationship Management

Built trust with key clients, retaining business and fostering repeat engagement within medical strategy groups.

📊 Sales Negotiation Excellence

Mastered negotiations by emphasizing value propositions leading to significant win-win closes internationally.

⚙️ Adaptability Under Pressure

Successfully revised sales tactics in response to shifting market demands, ensuring continued competitiveness.

📈 Strategic Market Analysis

Anticipated market shifts; utilized data analytics driving innovative approach adaptations consistently.

🗣️ Team Collaboration Skills

Encouraged open dialogue among departments, sharing knowledge which strengthened company-wide initiatives.

SKILLS

Account Management

Sales Strategy Negotiation

RFP Management

Private Label Development

Market Analysis

Relationship Building

Team Collaboration

Customer Engagement

