

DEBORAH V.

Address 1
City, State, Zip
000-000-0000, Cell
namehere@msn.com

PROFILE

Sales-driven and dynamic professional with over 5 years of current experience as a highly successful **Independent Sales Contractor** in the Twin Cities area. Over 4 years experience as a **Triage Nurse and L.P.N.** in clinical environments and a long-term care facility. *Demonstrated achievements in:*

- **Prospecting**
- **Consultative Selling**
- **Up-Selling**
- **Service Expert**
- **Trade Shows**
- **Persuasive Negotiations**
- **Offering Incentives**
- **Client-Base Growth**
- **Product Presentations**
- **Closing Abilities**
- **Developing Client Trust**
- **Recruiting**

QUALIFICATIONS

Sales

- ❑ **Ranked in top 8% in nationwide sales since 2001**, and **top 5% in sales within the Minnesota Region** for (Company). Received "Sapphire Award" for high monthly sales.
- ❑ **One of the top 3 Sales Contractors recognized for exceptional recruiting efforts** out of 84 contractors within the region.
- ❑ **Brought in the greatest number of new accounts** through established leads, and ranked second out of 30 Commodities Brokers within the first year for (company).
- ❑ Recruited to work for Complete Technologies (*an account of Softsel*) through continued persistence in securing their business, and developing a strong partnership with them.
- ❑ Opened a new branch of Complete Technologies in Chicago, and assisted the branch manager in assembling industry professionals on a monthly basis to attend presentations. **Within 60 days of opening the branch, acquired 3 large, corporate accounts.**

Medical

- ❑ **Pioneered a new Triage Department** for Hudson Physicians.
- ❑ **Fielded and prioritized calls** from patients daily as a Triage Nurse. Assessed patient problems, interfaced with physicians, prioritized calls, identified solutions, and educated patients.
- ❑ Expertise in medication administration, wound care, patient documentation, patient assessment, and diabetes management. Experience with Psych and Alzheimer's patients.
- ❑ As a member of a team of L.P.N.'s at Elgin Long-Term Care Facility, **consistently received top marks on state inspection.**

EXPERIENCE

- Independent Sales Contractor; Company, Inc.** – Dallas, TX **2000 – present**
- ❑ Represent high-fashion Jewelry line and sold the line using home shows. Coordinate shows from start to finish. Participate in trade shows including Woodbury Days and Market Fest.
- Triage Nurse (L.P.N.); Hudson Physicians** – Hudson, WI **1995 – 1996**
- L.P.N.; Woodfield Pediatric** – Chicago, IL **1994**
- L.P.N.; Elgin Long-Term Care Facility** – Elgin, IL **1992 – 1994**
- Commodities Broker; Miller-Jesser** – Chicago, IL **1 year**
- Sales; Softsel / Complete Technologies** – Chicago, IL **3 years**

EDUCATION

B.A. Communications. Minors in Marketing and Biomedical Sciences
Western Michigan University– Kalamazoo, MI

Licensed Practical Nursing Program Graduate; Harper College – Palatine, IL