**Janice Johnson**

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**Summary**

Hardworking and driven sales professional with more than 10 years of experience seeking an account management position in the healthcare industry.

**Skills**

**Medical Device, Supplies & Pharmaceutical Sales**

I have a wealth of experience in selling to healthcare organizations ranging from large hospitals to small private practices. In previous roles, I’ve managed prospecting efforts, relationship development, new client onboarding and account management within both the medical device and pharmaceutical product verticals.

**Relationship Management**

I am skilled in developing and new relationships with prospects and nurturing relationships with existing clients. In previous roles, I used a combination of proficiency in conflict resolution and my ability to build rapport to increase client retention rates as high as 300% year over year.

**Sales Team Leadership**

I have managed a sales team of more than 10 sales associates at a time, coached and mentored junior sales representatives and regularly lead teams to exceed monthly, quarterly and yearly quotas.

**Work Experience**

**Regional Sales Manager**

ABC Medical Supplies, Inc., 2012–2017

**Managed a team of 20 sales associates.**

Trained and mentored new sales representatives.

Oversaw regional account list averaging more than 90 existing clients and 40 prospects.

**Account Manager**

XYZ Pharma Co., 2008–2012

Managed an account list with more than 30 clients including private practices and mid-sized clinics.

Worked to maximize account growth through regular on-site visits, monthly check-ins and quarterly updates.

**Junior Sales Associate**

XYZ Pharma Co., 2006–2008

Increased awareness of XYZ Pharma Co. products to small private practices through on-site education.

Shared information about new medications to help establish relationships with new prospects.

**Education**

**University of Georgia, Bachelor of Science in Business Administration**

**Certifications**

**Certified National Pharmaceutical Representative**