**ACCOUNT MANAGER RESUME**

Jake Diaz

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**Profile Summary**

Strategic business development and key account manager with an impressive track record of generating rapid sales growth, strengthening key accounts, and expanding sales channels. Known for devising powerful physician education strategies and delivering value-added services that improve product awareness and customer satisfaction/retention. Respected for having bachelor’s degree in Biology and a robust professional network of healthcare contacts.

**Skills**

* Product Training & Education
* Lead & Demand Generation
* Strategic Growth Initiatives
* Brand Integrity & Awareness
* Staff Mentoring & Motivation
* Key Account Acquisition & Management
* Product Launch & Marketing

**Experience**

**Diagnostic Medical Laboratory, Portland. Strategic Account Manager(12/20XX - Present)**

* Promoted to lead and mentor 5 territory sales managers targeting the protection and growth of business and delivering customer value at 6 IDN hospital systems in northern Colorado.
* Realized unprecedented sales during COVID-19 promoting 5 Respiratory Viral PCR Panels and instruments to assist labs and physicians in identifying infectious diseases.

**Diagnostic Pharma, Portland. Territory Director (11/20XX - 11/20XX)**

* Managed a team of 6 sales professionals in a matrix environment to bring the only FDA approved kidney stress biomarker to the market.
* Provided sales strategy and leadership to local account representatives in 4 states.
* Directed company resources for customer implementation.
* Drove a complex hospital coalition sell across multiple integrated delivery networks (IDNs).
* Comfortably presented value proposition and clinical outcome benefit to C-suite and other executive IDN management.
* Contract negotiation and advanced project management.

**Sunnyville Medical Center, Washington, Colorado, Oregon. Wound Care Sales Specialist (08/20XX - 10/20XX)**

* Sold wound care products to surgeons, primary care providers, nurse practitioners, and emergency room (ER) doctors.
* Mentored other sales specialists and shared best practices.
* Empowered doctors to prevent amputations, improve clinical outcomes, and reduce costs by delivering comprehensive educational in-services to customers.
* Held joint meetings with doctors and shadowed physicians to demonstrate benefits and proper use of products.
* Served on Sales Advisory Team, providing market feedback, product launch strategies, and sales recommendations to senior leadership team.

**Education and Certifications**

* University of Colorado, Boulder, Bachelor of Arts, Biology 20XX
* Wound Treatment Associate
* Wound Ostomy and Continence Nurses (WOCN) Association
* ACE Certified Personal Trainer
* American Heart Association, Advanced CPR Certification