

JOHN D. SMITH

4444 Sales Rep of The Year Dr. • LA, CA 90278 • Cell: (310) 444-4444 • E-Mail: numberonerep@yahoo.com

PROFESSIONAL PROFILE:

Entrepreneurial, self-motivated and goal-oriented sales and marketing professional with a proven ability to drive business results. Recognized for exceptional achievement and the ability to build long lasting business relationships.

PROFESSIONAL EXPERIENCE:

MEDTRONIC, INC. (VASCULAR DIVISION), Los Angeles, California

Coronary Sales Representative (Nov. 1995 - Present)

Responsible for the marketing and sales of Medtronics' diagnostic and interventional product line for cardiac catheterizations to Cardiologists, Cath Lab personnel, residents, and purchasing agents.

- 2004 – 126% to Plan, Force Ranked #5 out of 196 Sales Representatives Nationwide
- 2003 – 145% to Plan, Force Ranked #5 out of 196 Sales Representatives Nationwide
- 2002 – 132% to Plan, Force Ranked #2 out of 196 Sales Representatives Nationwide
- 2001 – 126% to Plan, Force Ranked #1 out of 196 Sales Representatives Nationwide
- 2000 – 155% to Plan, Force Ranked #3 out of 196 Sales Representatives Nationwide
- 1999 – 126% to Plan, Force Ranked #2 out of 196 Sales Representatives Nationwide
- Sales Representative of The Year - 2001
- President's Club – 1999, 2000, 2001, 2002, 2003, 2004 (Top 5 Sales representatives Nationwide)

ETHICON, INC., A JOHNSON & JOHNSON COMPANY, Los Angeles, California

Sales Representative (Jan. 1993 - Oct. 1995)

Sales Trainer (Jan. 1994 - Nov. 1995)

Promoted wound closure and wound management surgical products, including suture, surgical mesh, and Dermabond Topical Skin Adhesive.

- 1995 – 126% to Plan, Force Ranked #2 out of 155 Sales Representatives Nationwide
- 1994 – 177% to Plan, Force Ranked #1 out of 155 Sales Representatives Nationwide
- 1993 – 119% to Plan, Force Ranked #5 out of 155 Sales Representatives Nationwide
- Sales Representative of The Year - 1994
- GLAMOUR PRIZE Luxury Trip 1994 – St. Thomas (Top 16 of 184 Reps)
- GLAMOUR PRIZE Luxury Trip 1993 – Hawaii (Top 16 of 184 Reps)
- Johnson & Johnson \$20,000 Stock Grant 1994(Top 20 of 184 Reps) – Winner
- Division of the Year 1994– Member
- Region of the Year 1994– Member
- \$50,000/\$75,000/\$125,000/\$175,000 Cumulative Commissions Club – Member

- Objective Buster Winner – 1992, 1993, 1994, 1995
- Surgical Mesh Rolex Watch Contest 1994 (Top 20 of 184 Reps) – Winner
- Dermabond Q3-Q4 Sales Contest 1993 (Top 4 of 40 Reps in Western Region) – Winner
- Western Region Sales Excellence Award 1994 (#1 of 40 in overall annual sales performance)
- Western Region Dermabond Sales Excellence Award 1994 (#1 of 40 in total Dermabond sales)

Territory Assistant (Jan. 1992 – Dec. 1992)

EDUCATION

Loyola Marymount University, Los Angeles, California
MBA: Management, Dec. 1992

California Polytechnic State University, San Luis Obispo, California
BS: Business Administration, June 1990