

TONY HARGRAVE

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OBJECTIVE

Currently seeking a pharmaceutical sales position with ABC Pharmaceuticals that will effectively utilize my sales, communication, customer service, and leadership skills to complement corporate image and enhance company profits

EDUCATION

The Ohio State University - Bachelor of Science in Education

- Strong science background – courses in anatomy, physiology, kinesiology, biomechanics, statistics, nutrition, & psychology
- Graduated Cum Laude (3.63); Dean's List
- Six month internship with The Ohio State University Football Team; Special Olympics volunteer coach
- Certified Strength and Conditioning Specialist through the National Strength and Conditioning Association
- American Red Cross – CPR for Professional Rescuer

Pharmaceutical Sales Field Preceptorship – Worked with a specialty pharmaceutical representative in the Springfield & Dayton, OH territories. Participated in call planning, interacted with office staff, and observed effective pharmaceutical sales techniques.

WORK HISTORY

Jan. 2006-Present

SALES REPRESENTATIVE (Central Ohio)

123 Fitness

- Actively seek and display a thorough knowledge of 123 Fitness products, key customers in territory, competitor products and product objectives
- Developed local business plan to increase market share of 123 Fitness products by outlining tactics, activities, and resources
- Developed and delivered informative sales presentations based on customer needs; utilized customer-focused selling techniques to maintain high customer intimacy and customers knowledge of 123 Fitness products
- Developed creative sales strategies to reach difficult accounts

Oct. 2002-Nov. 2005

COMMUNITY DEVELOPMENT REPRESENTATIVE

ABC Golf & Athletic Club and XYZ Golf & Fitness Club

- Drafted & managed \$800,000 operating budget for two upscale golf communities
- Negotiated & managed subcontract bids for maintenance of 120 acres of community-owned open space and common ground
- Persuaded government officials to review and approve key land development projects
- Conducted phone and on-site consultation and inspection of lot improvement projects for 2000+ homeowners

Sept. 1995-Oct. 2002

CLUB SUPERVISOR

Nolan Athletic Club

- Supervised daily operations for 80,000 sq. ft. multi-purpose athletic facility
- Led sales team in reaching monthly/yearly goals by conducting sales calls to potential clients, managing and growing corporate accounts portfolio, and conducting weekly sales, marketing, and advertising meetings
- Conducted daily phone and on-site customer needs consultation which resulted in a 72% retention rate (the industry avg. is 50%)
- Assisted in the management of \$3 million operating budget and \$1 million payroll budget

FITNESS SALES/INSTRUCTION

Nolan Athletic Club

- Designed and implemented goal-specific training routines for clients; conducted weekly evaluation of progress with clients; consultation and implementation of new goals
- Conducted phone consultation with clients' physicians as needed for medical contraindications
- Lectured at monthly fitness seminars; used seminars as a lead generation opportunity; executed phone follow-up and consultation with potential new clients

Sept. 1994-May 1995

EMERGENCY SERVICES TECHNICIAN

Area Hospital – Columbus, OH

- Assisted physicians and nurses with various medical procedures conducted in the emergency department

June 1991-Sept. 1994

EMERGENCY DEPARTMENT SENIOR ORDERLY

Area Hospital – Warren, OH

- Same as above