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## Dental Sales Representative Resume

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### Job Objective

Seeking a Dental Sales Representative position with reputable organization in which my experience can be a positive influence on the growth of company.

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### Highlights of Qualifications:

- Remarkable sales experience in the dental and medical industry
  - Familiarity with Pharmaceutical, Medical Device and Dental sales
  - Ability to understand individual customer operations
  - Proficient with Microsoft Office – Outlook, Word, PowerPoint and Excel
  - Proven track record in exceeding sales goals in a high growth environment
  - Ability to build working relationships
  - Strong communication, organizational, negotiation and selling skills
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### Professional Experience:

Dental Sales Representative  
Integra LifeSciences Corp, Macon GA  
November 2006 – Present

- Administered distributor's sales and handled distribution sales activities.
- Participated in clinical settings and conventions.
- Maintained time and territory resources keeping in mind the budget.
- Handled presentations of product to groups for marketing purpose.
- Managed database.

Dental Sales Representative  
Integra LifeSciences Corp, Macon GA  
February 2001 – October 2006

- Handled customer queries and complaints.
  - Analyzed market evaluation and formulated monthly sales report.
  - Coordinated with dentists and health-related organizations in the designated territory and converted prospects to active users and coached them.
  - Managed increase in sales.
  - Educated targeted dentists, hygienists, etc.
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### Education:

Bachelor's Degree Marketing  
Spring Hill College, Mobile, AL

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