

Terry A. Example
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Professional Experience :

Medical Device Inc.

January, 1996 - Present

Senior Cardiovascular Account Manager

June, 2000 - Present

Primary responsibilities included increasing share of coronary stents, diagnostic catheters, and angioplasty balloons. Trained cardiologists and cardiac cath lab staff on MDI products; increased utilization through clinical articles and education on proper case selections within the Pennsylvania territory.

- Successfully trained 14 cardiologists on IBSTENT and opened eight new IBSTENT sites.
- 2007: 114% of plan YTD.
- 2006: Presidents Club
- 2006: Ranked #2 (of 114 reps) in region sales
- 2005: Ranked #2 (of 114) for sales of angioplasty balloons
- 2005: Ranked #14 (of 114) for gross profit quota (up from #98 in 1996)
- 2004: Winner of European Sales Trip
- 2003: Presidents Club

Account Manager

January, 1996 – June, 2000

- 1999: 104% of sales quota
- 1998: 106% of sales quota
- 1997: Winner of Aloha Trip for Two
- 1996: Rookie of the Year

Deluxe Medical Corporation

March, 1992 - January, 1996

Territory Manager

Marketed noninvasive temporary pacemaker/defibrillator/monitor to hospital and pre-hospital markets. Trained users on products and current advanced cardiac life support protocols within the New Mexico and Texas sales territories.

- 1995: Achieved 110% of sales quota.
- 1995: Led Southwest region for new accounts.
- 1994: Winner of Let's Make a Deal sales contest (1 of 43 reps)
- 1993: Initiated Deluxe/DDS program to grow national sales.
- 1993: Achieved 104% of sales quota
- 1992: Fastest Start Award

PAYROLL INFO PROCESSING

July, 1990 - February, 1992

District Manager - Minneapolis, Minnesota

Marketed PC payroll, tax filing and human resource products for PIP, a Fortune 500 company. Completed numerous consultative selling and PC training classes.

- 1991: Awarded District Manager of the Year.
- 1991: Ranked #2 (of 46) for new sales.

Education

University of Minnesota

Bachelor of Arts, Speech Communications, June, 1990

3.3 GPA

- Captain, varsity football, Division I (4 years)
- Varsity track (3 years)
- Volunteer - Big Brothers of America Program