

John Q. Public

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Work History Detail

The Pampered Chef®, - Independent Sales Director

12/97 to Present

- Successfully recruited, trained and managed 98 new consultants over thirteen years
- Consistently finishing in **top 5% of sales force**, made up of over 70,000 consultants worldwide, earning **Premier Award Trips** to Spain, Austria, Alaska, Hawaii, Disney World, Cancun, Bahamas and New Orleans
- Earned national recognition and awards for achieving **Top Performance Cluster Award for Excellence in Sales**: eight times in ten years
- Earned national recognition and awards for achieving **Top Performance Cluster Award for Excellence in Recruiting**: twice for recruiting, training and managing new consultants to meet specific sales goals
- Featured speaker three times at company National Sales and Leadership Conferences on time management, sales training and building relationships with customers

Southwestern Business Resources, Nashville, TN - Healthcare IT Executive Recruiter

12/07 to 12/08

- Responsible for prospecting, approaching, evaluating and closing senior and executive level candidates by developing trustworthy relationship over the telephone
- Presented qualified, screened candidates to key industry leaders
- Directed the hiring process with each candidate from initial point of contact to acceptance of offer including negotiation of compensation, benefits and relocation packages
- Developed and executed a balanced daily plan of action to include key areas of business: business development, candidates and clients
- Coached candidates by looking at implications of their job change in terms of: financial future, family, location, and long term career placement strategy
- Developed and executed a marketing plan to develop relationships and gain business with high-level decision makers at 130 health systems.

Merck & Company, Nashville, TN, - Pharmaceutical Sales Representative

12/95 to 12/97

- Exceeded goals for sales and growth of market share in promoted products through prioritized sales presentations to targeted healthcare professionals
- Involved in the successful launch of the first in class product Fosamax in 1996
- Partnered with district team members to ensure full coverage of targeted physicians at three primary hospitals : Baptist, Centennial and Vanderbilt

Hoechst-Roussel Pharmaceuticals, Philadelphia, PA, - Advanced Sales Representative

09/92 to 12/95

- Increased sales of top three products in 1993 and again in 1994
- Ranked in **top five percent nationally** for dollar increase of Trental in 1993 out of 650 representatives
- Honored with **Silver Sales Award** for **top 19 national ranking** in new Altace prescriptions in 1994
- Promoted to Advanced Sales Representative in 1994

References Available Upon Request