**Chris Kemp**  Ckemp@xyz.com, (919) 555-2020

West Point Drive, Raleigh, NC 27612

# PROFILE

**Creative, enthusiastic, and experienced sales/marketing professional with a strong background in medical sales management and a track record of consistent sales accomplishments.**

* Strong ability to “partner” with clients to learn their needs, recommend solutions, and build relationships.
* Highly motivated and competitive; committed to goal-setting, planning, and follow-through to achieve results.
* Proven communication skills, leadership abilities, and a bottom-line orientation.
* Perform well under pressure and against deadlines, both as independent contributor and team member.

**Key areas of expertise:** Medical sales… advertising… marketing… supervision… troubleshooting… training… promotions… employee motivation… inventory control… presentations… P&L… financial management… vendor relations… prospecting… business start-ups… creative problem-solving.

# PROFESSIONAL EXPERIENCE

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| STATE HOSPITAL OF MARYLAND, Baltimore Maryland  **District Manager ---** Dallas District(2002-Present)  Sales, operational, and P&L responsibility for all district activities.  SALES   * Call on hospital and care facility material manager, CFO’s, and central supply supervisors as well as physicians, selling hospital supply leasing services and special-care products. * In top 5 of 43 representatives selling DPAP products to pulmonologiests, neurologists, directors of sleep labs, and home care companies. * Achieved strong sales that made the SHS Pro-DPAP our district’s number-one product.   MANAGEMENT   * Turned around struggling operation, achieving profitability within 8 months and remaining profitable ever Since. Replaced entire staff, reaching stability within 4 months. * Led district to 1998 revenue of 149% to budget and operating income of 393% to plan. **Account Manager** (2000-2002) * Brought on board to launch the Dallas District Office. Through aggressive sales, grew at new-district rate that was the third fastest in the company’s history (since 1939). * Established a strong customer base of 60 accounts. * Developed quarterly and monthly plans; submitted weekly reports. * Sales management responsibilities included budget-to-plan, 10% growth, days outstanding, and 25% margin on net income. | 2000-Present |
| SERVICE ASSOCIATES INC., Dallas, Texas  **Territory Manager**   * Built close client relationships with 75 hospitals and 20 home care companies. * Increased market share 30% through aggressive cold-calling and follow-up. * Prepared and delivered in-service presentations to end users and decision makers. * Transformed a $25,000 loss into profit of $15,000 in 6 months by controlling P&L. | 1997-2000 |
| MAGIC FLUTE, Fort Worth, Texas --- 15-store regional chain of music retailers | 1995-1997 |

**Senior Purchasing Agent**

* Administered and controlled annual purchasing budget of $3 million. Supervised 6 purchasing agents.
* Increased revenue 30% by initiating sales of food, clothing, and accessories.
* Increased revenue $90,000 annually by instituting new “bad debt” procedures.

# EDUCATION

**BA Communications,** x Texas Christian University, Fort Worth, Texas

• Earned 100% of college tuition and expenses through entrepreneurial ventures.