

SUMMARY

Medical device **Account Executive** with 5 years and 9 months of **field sales** experience across endoscopy, gastrointestinal procedure environments, **clinical demonstrations**, capital equipment, and hospital account development. Builds territory plans that convert qualified opportunities, protect existing accounts, and support sustained market share growth. Leads **product demonstrations**, pre demonstration readiness, clinical in services, equipment training, competitive positioning, forecasting, and customer follow up across complex healthcare buying groups. Develops trusted relationships with physicians, nurses, technicians, biomedical personnel, materials management teams, administrators, consultants, and partner representatives. Applies working knowledge of endoscope reprocessing, automated endoscope reprocessors, hospital credentialing, U.S. FDA medical device requirements, and ISO 13485 expectations. Ready to contribute disciplined territory execution, clear technical communication, and consultative selling across a demanding regional field sales role.

EXPERIENCE

Senior Account Executive, Endoscopy January 2025 - Present
Summit Scope Medical *Kansas City, MO*

Owns a multi state endoscopy territory supporting hospital and ambulatory procedure accounts. Leads account strategy, clinical demonstrations, customer education, competitive positioning, forecasting, credentialing, and regulated field operations while guiding complex opportunities from discovery through close.

- Built multi state **territory plans** balancing new accounts, retention, capital opportunities, and clinical education.
- Led **clinical demonstrations** from discovery through close, coordinating readiness with clinical specialists and hospital stakeholders.
- Delivered endoscopy equipment **in services**, translating use instructions and reprocessing practices into practical clinical guidance.
- Used competitive intelligence and partner relationships to sharpen positioning across complex hospital buying groups.
- Produced forecasts and **activity reports** from customer data, clarifying deal stages, priorities, travel, and revenue timing.
- Maintained vendor credentials, supported **trade shows**, and followed **U.S. FDA** and ISO 13485 procedures.

Account Executive, Gastrointestinal Sales January 2023 - December 2024
Clearwater Surgical Technologies *Omaha, NE*

Managed gastrointestinal and surgical imaging accounts across a travel intensive field territory. Directed product evaluations, stakeholder engagement, customer training, reporting, event participation, and field feedback that supported purchasing decisions and product improvement.

- Prospected gastrointestinal accounts while maintaining consistent contact with established hospital and ambulatory customers.
- Directed product evaluations by coordinating readiness, equipment logistics, stakeholder schedules, and follow up.
- Built relationships with gastroenterologists, **nurses, technicians**, biomedical teams, materials managers, and administrators.
- Trained clinical users on equipment operation and manufacturer aligned reprocessing practices after installation.
- Maintained opportunity records, forecasts, expense plans, and correspondence using Microsoft Office applications.
- Represented territory at regional events and documented customer feedback for proposed product enhancements.

Territory Sales Representative, Medical Devices January 2021 - December 2022
Prairie MedTech Solutions *Des Moines, IA*

Developed a regional **medical device** territory through structured prospecting, clinical presentations, account follow up, credentialing, and pipeline management. Balanced customer priorities, travel demands, discount calculations, and regulated equipment handling across hospital and outpatient settings.

- Developed hospital territory through prospecting, customer visits, product presentations, and disciplined account follow up.
- Prepared **clinical demonstrations** by confirming needs, coordinating equipment availability, and explaining **technical information** clearly.
- Expanded networks among clinical users, purchasing contacts, and complementary vendor representatives for referral opportunities.
- Tracked activity, customer needs, discount calculations, and forecasts in **Excel** and internal customer records.
- Balanced regional travel, account priorities, and expenses across multiple concurrent opportunities and scheduled commitments.
- Completed facility credentialing and safety requirements before transporting or demonstrating regulated medical equipment.

PROJECTS

Regional Endoscopy Growth Program 📅 2025
Built a structured account planning program for hospital and ambulatory endoscopy customers, combining prospect qualification, clinical education, competitive positioning, and forecast discipline across a multi state territory.

Gastrointestinal Product Evaluation Initiative 📅 2024
Coordinated hospital product evaluations through readiness planning, equipment logistics, stakeholder education, post evaluation follow up, and structured feedback for product improvement decisions.

LEADERSHIP & AWARDS

- Recognized by sales leadership for dependable execution across complex endoscopy account evaluations and clinical demonstrations.
- Selected to represent territory expertise at regional medical device events and customer education sessions.
- Trusted by peers as a field resource for hospital credentialing, reprocessing guidance, and technical customer questions.

EDUCATION

Bachelor's Degree in Business Administration, Marketing
Iowa State University GPA: 3.5
Coursework: Marketing strategy, sales management, business analytics, healthcare marketing

2020
Ames, IA

CERTIFICATIONS

- Medical Device Sales Compliance Training 📅 2026
- Hospital Vendor Credentialing 📅 2026

TECHNICAL SKILLS

- **Microsoft Office:** Microsoft Excel, Microsoft Word, Microsoft PowerPoint
- **Email Applications:** Microsoft Outlook, email correspondence, calendar management
- **Endoscopy Equipment:** Endoscopes, gastrointestinal systems, surgical imaging
- **Clinical Education:** Product demonstrations, customer in services, equipment training
- **Reprocessing Systems:** AER reprocessing, endoscope reprocessing, manufacturer instructions
- **Medical Device Compliance:** U.S. FDA regulations, ISO 13485, safety requirements
- **Sales Operations:** Territory planning, account development, market share growth
- **Forecasting And Reporting:** Sales forecasts, activity reports, customer databases
- **Hospital Access:** Vendor credentialing, facility access, hospital compliance
- **Commercial Analysis:** Competitive positioning, discount calculations, budget management

SKILLS

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|--------------------------|---------------------------|---------------------------|---------------------|
| • Endoscopy sales | • Consultative selling | • Competitive positioning | • ISO 13485 |
| • Gastrointestinal sales | • Clinical demonstrations | • AER reprocessing | • Sales forecasting |
| • Medical device sales | • Customer in services | • Vendor credentialing | • Budget management |
| • Territory management | • Capital equipment | • FDA compliance | |

PROFESSIONAL AFFILIATIONS

- Association for Professionals in Infection Control and Epidemiology, healthcare reprocessing education community.
- Medical Device Manufacturers Association, medical device quality and commercial learning community.

LANGUAGES

- English (Native)
- Spanish (Intermediate)

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST