

Ivan Das

Account Executive, Endoscopic Medical Devices

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STRENGTHS

- Clinical Education**
Turned equipment capabilities into practical in services, and clinical teams gained confidence during evaluations.
- Territory Planning**
Built account plans around prospect quality, retention, travel, and timing, giving leaders clearer field priorities.
- Consultative Selling**
Asked focused questions during complex evaluations, then connected clinical needs with credible purchasing options.
- Stakeholder Alignment**
Kept physicians, nurses, technicians, and administrators moving together when equipment decisions became complex.
- Field Discipline**
Maintained forecasts, credentials, reports, and customer follow up reliably across demanding travel schedules.

SKILLS

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

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

Summit Scope Medical 📅 January 2025 - Present 📍 Kansas City, MO

Owens 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

Clearwater Surgical Technologies 📅 January 2023 - December 2024 📍 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

Prairie MedTech Solutions 📅 January 2021 - December 2022 📍 Des Moines, IA

Sales forecasting

Budget management

LANGUAGES

English Native

Spanish Intermediate

MY CAREER



● Senior Account Executive, Endoscopy at Summit Scope Medical (1.8 Years)

● Account Executive, Gastrointestinal Sales at Clearwater Surgical Technologies (1.9 Years)

● Territory Sales Representative, Medical Devices at Prairie MedTech Solutions (1.9 Years)

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 📅 2020 📍 Ames, IA

Coursework: Marketing strategy, sales management, business analytics, healthcare marketing

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

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.

ADDITIONAL INFORMATION

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

REFERENCES

AVAILABLE ON REQUEST