

Theresa Robinson

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Sales Agent, Medical & Health Products

Aggressive and knowledgeable sales professional with more than ten years of successful performance. Possesses solid understanding of the medical and health products industries and generated more than one million dollars in sales. Fluent in English and Spanish.

PROFESSIONAL EXPERIENCE:

Top Products Inc. • Santiago Grande, Costa Rica • 2010 - present

Top Products Inc. is one of the largest distributors of health products in CR and the Caribbean

Sales Agent: Top agent with sales exceeding \$220,000 in 2014.

- Designs and implements marketing strategy and proposals.
- Responsible for customer targeting, evaluation and implementation of agreements.
- Manages the accounts: including establishment, organization, product ordering and servicing.

Cienfuegos International • Arecibo, Costa Rica • 2004 - 2010

Cienfuegos International works together with The American Cancer Society and The American Heart Association to supply healthcare products for the House and the Industry

District Sales Manager: Leader of sales group routinely exceeding monthly sales budget and averaging \$45,000 per month.

- Developed and implemented work plans to achieve company's goals.
- Recruited and trained personnel. Prepared motivational education workshops.
- Arranged appointments with potential prospects. Generated Sales Reports and Credit Analyses.

EDUCATION:

- Universidad Interamericana de Costa Rica, Areciba Campus
 - Bachelor of Science • Mayor in Biology • 2013
 - Minor in Marketing • 2012

TRAINING:

- Strategic Business Projects, Certification Online.
- Emotional Intelligence I & II, Impacto Vital Effective Selling.
- Display of Success & Marketing, Top Products Inc.

MAJOR ACCOMPLISHMENTS AND AWARDS:

- Perfect Attendance Award, Top Products Inc. • Santiago Grande, Costa Rica • 2014
- Employee of the Month Award, Top Products Inc. • Santiago Grande, Costa Rica • 2011
- Growth Award, Cienfuegos International • Arecibo, Costa Rica • 2007
- Assistant Manager First Place, Cienfuegos International • Arecibo, Costa Rica • 2005
- More than \$1,000,000 in sales working for large accounts during ten years.