

Healthy Henry

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EDUCATION

University of Missouri-Kansas City

Bachelor of Health Science

May 2016

Kansas City Kansas Community College

Associate of Science

May 2014

RELATED EXPERIENCE

Allergan, Topeka, KS

Sales Representative - Primary Care

May 2016 – Present

- Service existing accounts, obtain orders, and establish new accounts by planning and organizing daily work schedule to call on existing or potential sales outlets and other trade factors
- Adjust content of sales presentations by studying the type of sales outlet or trade factor
- Focus sales efforts by studying existing and potential volume of dealers
- Inform management by submitting activity and results reports, such as daily call reports, weekly work plans, and monthly and annual territory analyses
- Monitor competition by gathering current marketplace information on pricing, products, new products, delivery schedules, merchandising techniques, etc.
- Recommend changes in products, service, and policy by evaluating results and developments
- Resolve customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management
- Maintain professional and technical knowledge by attending educational workshops, reviewing professional publications, and participating in professional societies
- Collaborate with and contribute to team effort by accomplishing related results

Children's Mercy Hospital, Kansas City, MO

Environmental Health Intern

August 2016 – December 2016

- Assisted in community outreach programs providing environmental health education
- Conducted home assessments for at-risk clients and kept formal records of observations
- Assisted in the updating of various aspects and responsibilities of the internship program as well as the data entry process, reporting, and interpreting results
- Provided patient referrals while retrieving medical data from Cerner Millennium software

Windsor Place at Home, Overland Park, KS

Caregiver

May 2014 – August 2015

- Performed in-home care for individuals who had special needs allowing them to remain in their own homes
- Managed a variety of tasks including assistance with daily hygiene, trips to the grocery store, participation in community and social tasks, and medication adherence

SKILLS

- Knowledge of principles and methods for showing, promoting, and selling products including marketing strategy, product demonstration, sales techniques, and sales control systems
- Customer service expert with strong organizational and active listening skills
- Certified BLS for Healthcare Providers
- Bilingual in Spanish and English