

Best of the Best
1 Seneca West
Hawthorn Woods, IL 60047
847-949-8099 (home)
847-949-8099 (cell)
kim@bestofthebest1.com

CAREER OBJECTIVE

To secure a sales position with a major medical firm that is committed to meeting the challenges of today's market.

CAREER DEVELOPMENT

June 1998 – Present

XYZ Company – Regional Manager, Houston, Texas

Major pharmaceutical manufacturer specializing in Cardiovascular drugs.

- Promoted to Regional Manager in February 2001.
- Bulldog Award, 2000.
- Sales Representative of the Year for 1999 and 2000.
- Promoted to Sales Trainer in June 2000.
- Number 2 out of 144 in sales for both 1999 and 2000.
- Number 4 out of 144 in sales for 2002
- Number 8 out of 144 in sales for 2001
- President's Club and Ambassador Club Winner, 1999 and 2000, 2001, 2002.
- Increased sales from \$0 to \$857,000 in 1998.

July 1984 – June 1998

ABC Company – Account Manager, Chicago, Illinois

Medical Specialty representative training doctors to latest techniques in GI and in Ophthalmic arena .

- Ranked number 3 out of 136 in Company in 1997.
- Achieved 147% of sales objective in 1996.
- Ring Club Member, 84,85,86,88 thru97.
- Promoted to District Trainer in August 1996.
- Top Gun Award, 1990, 1993, 1994,1995, 1996 1997 (this award started in 1990)
- Rookie of the Year Award for 1984.

EDUCATION

1979-1983

Bachelors of Business Administration – Marketing & Sales

Michigan State University

Graduated Cum Laude, Overall GPA 3.5/4.0

Personally financed 100% of college expenses

1997

Karras Negotiating Skills

1990

Tom Hopkins & Jim Rohn

1988

Dale Carnegie

1987

MBO (Management by Objectives)

1985

Professional Selling Skills I, II, III

LEADERSHIP ACTIVITIES

1999

Hunter Jumper Association

1998 – Present

Chicago Professional Network

1992– 1999

IHJJA Member

1995 – Present

Love Fund Community Service Organization,

1995 – Present

President PFE

1988-1999

Coach for Boys Travel Soccer (NISAL)