

# Pearline Kozumplik

Medical Sales

## Profile

Results-driven Medical Sales Professional with 1 year of experience in building strong relationships with healthcare professionals and driving product sales. Demonstrated expertise in medical device marketing, product demonstration, and territory management. Proven ability to exceed sales targets and excel in fast-paced, competitive environments. Proficient in identifying customer needs and providing tailored solutions to improve patient care. Seeking to leverage skills and experience to contribute to the growth and success of a dynamic organization.

## Employment History

### Medical Sales Representative at Medtronic Mississippi, MS

May 2023 - Present

- Achieved 120% of annual sales target in 2019, resulting in over \$1.5 million in revenue for Medtronic Mississippi and contributing to a 15% increase in market share for the territory.
- Implemented a new account management strategy that led to the acquisition of 10 new high-profile clients in 2019, increasing the client base by 25% and boosting annual sales by \$500,000.
- Successfully launched a new medical device product line in 2018, leading to a 30% increase in sales within the first six months and securing Medtronic Mississippi as a market leader in the region.
- Organized and led a team of medical sales representatives to participate in a statewide medical conference in 2017, resulting in 50 high-quality leads and generating \$300,000 in additional revenue.

### Associate Medical Sales Representative at Abbott Laboratories Mississippi, MS

Sep 2022 - Apr 2023

- Successfully exceeded annual sales targets by 15%, generating over \$1.2 million in revenue for Abbott Laboratories in Mississippi, MS through strategic client relationship building and effective product presentations.
- Implemented innovative marketing strategies that increased overall product awareness by 25% among key healthcare providers in the region, leading to a 10% growth in new customer acquisition.
- Streamlined sales processes and improved team collaboration, resulting in a 20% increase in cross-selling opportunities and contributing to a 12% boost in overall sales performance for the medical devices division.

## Certificates

### Certified Medical Sales Representative (CMSR)

Jul 2021

✉ [pearline.kozumplik@gmail.com](mailto:pearline.kozumplik@gmail.com)

☎ (553) 639-6576

📍 123 Magnolia St, Jackson, MS 39201

## Education

### Bachelor of Science in Biomedical Engineering at Mississippi State University, MS

Aug 2018 - May 2022

Relevant Coursework: Biomechanics, Biomaterials, Medical Imaging, Bioinstrumentation, Biomedical Signal Processing, Cellular and Molecular Engineering, Tissue Engineering, and Biomedical Design and Innovation.

## Links

[linkedin.com/in/pearlinekozumplik](https://www.linkedin.com/in/pearlinekozumplik)

## Skills

CRM proficiency

Telemedicine knowledge

EHR understanding

Medical device expertise

Biotechnology familiarity

Pharmaceutical regulations

Digital marketing

## Languages

English

Bengali