**Adriana Megas**

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**Regional Sales & Logistics**

*Thorough training and experience in pharmaceutical sales with a focus on orthopedic products and procedures*

*Leveraging 8 years of experience in clinical roles to cultivate and sustain positive customer relationships with medical professionals and administrators*

*Exceptional communication skills pairing consultative and persuasive selling to build client trust that results in new accounts and the expansion of existing accounts*

— Areas of Key Emphasis —

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| * Prospect Identification
* Consultative Selling
* Orthopedic Products
 | * High-Impact Presentations
* Cold Calling Proficiency
* Product & Industry Knowledge
 | * Negotiation & Closing
* Client Retention
* Medical Terminology
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**Professional Experience**

**Fine Dining Server/ Server Trainer**|

Steak 48 May 2022 - Present

Pappas Brothers Steakhouse Houston, TX January 2020 – May 2021

Guard & Grace, Denver, CO and Houston, TX June 2018 – January 2020

Del Friscos Double Eagle, Greenwood, Village, CO 1/ 2017 – June/ 2018

Fine Dining service knowledge. Level 1 Wine knowledge. Extensive liquor and cordial knowledge. Professional customer service and table maintenance experience. Re-occurring call parties, managed pharmaceutical and financial parties, off site events and corporate gatherings.

* Relocated as head trainer for FOH staff
* Designed and navigated 3 week FOH training course
* Structured and implemented new FOH policies and procedures

**Regional Sales Representative**| Concordia International Forwarding, Chicago, Illinois 3/2016 – 10/2016

Managed Logistics sales over 9 states. Provided Freight Forwarding consultation directly with manufacturers. Acquired leads and prospects through initiating sales meetings and establishing relationships.

*Key Accomplishments:*

* Negotiated rates with international carriers, RFQs and bids with both manufacturers and consignees.

**Pharmaceutical Sales Representative** | Saxxum & Co. Denver, Colorado 8/2015 – 1/2016

Cultivate new and existing accounts by delivering engaging, solutions-focused sales presentations, client consultations, and consistent contact to assess account status, customer satisfaction, and requirements. Continuously update customer accounts using online portal and communication with colleagues to gather information leveraged to develop custom product solutions and close sales.

*Key Accomplishments:*

* Consistently meet **aggressive cold calling and follow up targets** to schedule sales presentations.
* Develop and sustain **deep product knowledge**, enhanced by nursing and healthcare background, to match clients with appropriate products through meaningful, expert consultation.

**LPN / CNA** | Centura Health, Denver/Aurora, Colorado8/2007 – 11/2014

Extensive clinical experience in diverse nursing roles at Porter Hospital, University of Colorado Hospital, and Littleton Hospital caring for patients as a Certified Nursing Assistant and trained Licensed Practical Nurse. Clinical rotations and assignments in multiple specialty units spanning general patient care, patient assessment, pain management, and rehabilitation.

*Key Accomplishments:*

* Significant orthopedic experience, with **4 years in an orthopedic rehabilitation unit**, gaining exceptional knowledge and understanding of orthopedic surgical procedures, recovery processes and challenges, and complications.
* Comprehensive exposure to **sports injuries and rehabilitation** procedures.
* Essential exposure to **collaborative work with surgeons, physicians, nurses**, and other medical professionals to develop communication skills for interaction with professionals at all levels.

**Server / Bartender** | Rock Bottom Brewery, The Palm, Sullivans Steakhouse, Outback Steakhouse Denver, Colorado 8/2000 – 7/2008

**Education and Credentials**

**Bachelors in Biology, 2013**

University of Colorado in Colorado Springs, Colorado Springs, Colorado

**Associate of Science in Pre-nursing, 2012**

**Certified Nurse Assistant, 2006**

Red Rocks Community College, Lakewood, Colorado

**Professional Development**

**Orthopedic Extremities Program, 2015**

Medical Sales College, Littleton, CO

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| **Medical Industry Training*** Biologics and trauma of key surgical procedures, including total knee arthroplasty, total hip arthroplasty, and related knee, upper extremity, lower extremity, and hip procedures
* Diagnostic Imaging, Bone Growth, and Repair
* Orthopedic Anatomy and Terminology
* OR Protocol & Etiquette/Respect of Sterile Field
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