

Taylor Nguyen

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Qualified Medical Sales Representative at an Occupational Healthcare Clinic with proven sales experience. Reliable, driven to succeed and a strong liaison between the business and the customer. Eager to contribute and elevate my knowledge in analyzing market trends to assist in scaling a business.

PROFESSIONAL EXPERIENCE

Nova Medical Centers

Industrial Director

Houston, TX

April 2023–Present

- Generate new leads through account research, networking, and cold calling.
- Cultivate relationships with decision makers using trust and critical-thinking skills to find cost-effective solutions, resulting in an increase in production for the company.
- Identified and developed new customer opportunities, resulting in a 25% increase in sales revenue over a six-month period.
- Developed and maintained relationships with existing customers, leading to 90% customer retention rate and a 10% increase in upsell opportunities.

Jinya Ramen Bar

Server

Houston, TX

November 2022–April 2023

- Developed relationships with customers and maintained positivity while serving up to 6 tables during prime-time hours.
- Upselling guests on food and beverage choices by using excellent knowledge of menu items.
- Proven experience in a server leadership role, showcasing effective team management and the ability to handle high-pressure situations.

Medical Sales College

Graduate

Houston, TX

July 2022–October 2022

- Completed 440 hours of medical device sales training in Sports Medicine, Orthopedic Reconstruction, Trauma, and Biologics.
- Profiled Surgeons and respective facilities and clinically researched products for a robust repertoire of knowledge on prospective geographic regions and competition.
- Attained standard certificates Operating Room Protocol, Bloodborne Pathogens, National Patient Safety Goals, HIPPA Certification, Electrical Safety, Aseptic Technique, AdvaMed Code of Ethics.

EDUCATION

LOUISIANA STATE UNIVERSITY

Bachelor of Science in Kinesiology

Baton Rouge, LA

August 2018-May 2022