

GREGORY ARCHER
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OBJECTIVE:

The Regional Manufacturers Representative position with GE Healthcare.

SUMMARY OF QUALIFICATIONS:

- Managed regional sales office for major medical supply chain
 - Developed substantial customer/client base
 - Increased sales by \$2M in 5 years
 - Managed all steps of the sales cycle including cold calls, sales presentations, specifications, price quotation/negotiation, shipping, and trouble shooting
 - Prepared and delivered presentations to the medical community including physicians, nurses, and hospital/clinical staff in the tri-state area
 - Managed simultaneous projects, worked independently, and met deadlines
 - Established long-term relationships with customers, resulting in significant repeat business
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PROFESSIONAL EXPERIENCE:

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| Medco Supply Company Sales Manager | Erie, PA 2003 - 2008 |
| Great Lakes Medical Equipment Sales Representative | Erie, PA 2001 - 2003 |
| North Coast Medical Supply Inside Sales Manager Account Executive | Erie, PA 2000 - 2001 1999 - 2000 |

EDUCATION:

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| Gannon University Bachelor of Science, Marketing | Erie, PA May 2000 |
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PROFESSIONAL ASSOCIATIONS:

National Association of Professional Salesmen
North Coast Merchants Association

References furnished upon request.