

## Experience

Sales Representative  
McKesson Medical-Surgical

2005—2009  
Charleston, SC

⇒ **Grew territory sales dollars 33.78% over prior YTD**

⇒ **Opened 81 new accounts and finished \$213,299 over plan for past 12 months**

⇒ **Marketed +400,000 products ranging from disposable bandages to capital office and laboratory setups.**

- Perform cold-calling to gain new clients and leads. Maintain a list of active contacts and prospects, set and make appointments, conduct sales presentations, utilize advanced closing techniques, and enter into contracts with customers.
- Conduct quarterly business reviews with top clients in order to identify savings and penetration opportunities.
- Responsible for attending seminars on sales techniques and product knowledge, traveling to client locations and corporate headquarters as necessary, and remaining current on products and services.
- Participate in sales campaigns, visit with existing clientele to increase market share, attend networking events, provide education on product features and benefits, and enhance business relationships. Prepare and submit sales and activity reports, solve client problems, and resolve issues to avoid cancellations or loss of accounts.
- Execute product evaluations, promotional campaigns, educating physicians and nursing staff regarding new and existing product lines, conducting and attending educational seminars for medical personnel, and troubleshooting account problems as needed.

Sales Representative  
Thompson Medco / Gyrus ENT

2002—2005  
Columbia/Charleston, SC

⇒ **Earned a Top 5 ranking with Gyrus ENT (out of 80 representatives) for territory dollar volume.**

**Achieved Top 10 ranking for territory growth.**

⇒ **Ranked #1 (out of 80 representatives) for sales of Retro X digital hearing device.**

⇒ **Ranked #2 with over \$100K in first-year sales of new microdebrider.**

⇒ **Rolled out new product lines of microdebrider in 2002 and Retro X digital hearing device in 2003.**

- Serve within the Operating Room (3 days a week) providing consultation for implantable devices and other procedures. Market several large-ticket items, including radio frequency devices for tissue reduction, microdebriders, examination chairs, treatment cabinets, and OR-grade microscopes.
- Forge relations with ENT and maxillofacial surgeons. Utilize a consultative sales process to identify areas of need, producing larger ticket sales.
- Market 10,000+ medical products consisting primarily of capital equipment, disposables for ENT, and implantable devices, representing 11 companies in the South Carolina territory and two major Georgia markets. Develop new business with hospitals, surgery centers, and physicians' offices.

Territory Manager  
Soma Blue

2001—2002  
Houston, TX

⇒ **Received quarterly Top 3 ranking out of 20 representatives.**

⇒ **Developed Patient Education program for MD Andersen Cancer clinic.**

- Set meetings with physicians and families for direct patient education of products and procedures.
- Manage sales within Southern Texas and Southern Louisiana territory. Market medical devices to urologists, oncologists, and family practitioners. Open new accounts and developed business with cancer and diabetes clinics, physician offices, and pharmacies.

## Education & Training

Accredited in Medical Sales (AMS) - Health Industry Distributors Association  
SPIN® Selling - Huthwaite

2006  
2006

Bachelor of Science in Commerce and Business Administration  
Major: Marketing  
University of Alabama

2000  
Tuscaloosa, AL

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