

Tiffany M. Ray

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Objective: Seeking a position as a Territory Sales Manager to assist a high-performance company in creating value for customers through my effective communication skills, adaptability and enthusiasm, while supporting the firm's mission and contributing to its profitability.

Strengths:

- Information-hungry overachiever, eager to exceed any challenge with an incredible work ethic, competitive drive, and quick assimilation to product knowledge
- Customer-focused communicator with excellent listening skills to determine the most important things for a prospect, explain complex product information, and develop strong rapport
- Strong negotiation power with the capability of presenting any product in an effective, non-threatening manner
- Great ability to develop business with networking skills
- Computer-proficient in Microsoft Word, Excel, PowerPoint, Salesforce, and Outlook

Education: **Arizona State University**, Tempe, Arizona (Graduated May 2012)

- Bachelor of Science in Biochemistry
 - ❖ *Awards:* Phi Theta Kappa (International Honors Society)
 - ❖ *Volunteerism:* International Student Volunteers (120 hours served in Costa Rica); The Heart House, The ARC of Tempe

Experience: **AngioDynamics**

Vascular Access Territory Manager, CO, UT, NM, and WY (December 2018 - Current)

- Call Points: Interventional Radiology, OR, Infusion, C-Suite, PICC team, ED, ICU, Materials Management, and Biomed
- Finished FY'20 at 102.5%
- Cover disposable and capital equipment- dialysis catheters, ports, piccs, midlines, and a wireless ultrasound machine

SeaSpine, Inc.

Orthobiologics Territory Sales Manager, CO, WY, MT, ND, SD, NE and part of IA (September 2017 - November 2018)

- Call Points: Distributors, Spine Surgeons, Neurosurgeons, OR, C-Suite, Materials Management, and Orthopedic Surgeons
- Managed and supported distributors to assure growth in the orthobiologics portfolio
- Finished FY'17 at 102%
- Left with one month left of fiscal year 2018 at 107% to quota and ranked #2 overall
- Ranked #2 out of 13 reps in new product sales

Smiths Medical

Account Manager (August 2014 - September 2017)

- Critical Care account manager covering disposable and capital anesthesia equipment in CO, UT, and WY (August 2016 - September 2017)
- Call Points: OR, Anesthesiology, C-Suite, materials management, ED, ICU, and biomed
- Finished FY'17 at 101%
- 235% to quota on capital equipment sales, #1 in capital equipment out of 33 reps
- Finished #2 out of 33 overall
- Rookie of the year

- Vascular Access Account manager covering ports, Huber needles, pressure bags, and pressure monitoring systems in AZ, UT, CO, WY, and southern NV (August 2014 - August 2016)
- Call Points: Oncology, Infusion, Interventional Radiology, C-Suite, Materials Management, and OR
- Grew the territory from 84% to 92% in the first year
- Awarded a merit increase in salary for performance in fiscal year 2015
- Lead the Veterans Administration initiative in the vascular access franchise by teaching colleagues how to effectively penetrate that market with our products

ADP Inc.,

District Manager, Chandler, Arizona (August 2012 - July 2014)

- Finished 138% of plan in FY '13
- Earned SuperStart FY '14 for being one of the top sales reps in the west division
- Directly mentored new hires to ensure demonstration of sales-focused behavior
- Effectively networked with key decision makers in territory to generate new business
- Maintained great client relationships to cross sell additional products