

## Tiffany M. Ray

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**Objective:** Seeking a position as a Territory 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:** **Argon Medical Devices**

*Territory Sales Manager, CO and WY (June 2021- Current)*

- Call Points: Interventional Radiology, CT, Cath lab, interventional cardiologists, Vascular Surgeons, OR, OBLs, Materials Management
- On pace to finish FY '21 at 105%
- Covers a wide array of products from implantables to disposables and highly clinical products requiring case coverage to commodity products

**AngioDynamics**

*Vascular Access Territory Manager, CO, UT, NM, and WY (December 2018- June 2021)*

- Call Points: Interventional Radiology, OR, Infusion, C-Suite, PICC team, ED, ICU, Materials Management, and Biomed
- Finished FY '20 at 102.5%
- Covered 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