

Sales Representative

ARTHUR A. CRANDON

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JOB OBJECTIVE

To sell sophisticated products to professional buyers-physicians, scientists, and educators.

RECORD OF ENTERPRISING SALES ACHIEVEMENT

PHARMACEUTICAL SALES REPRESENTATIVE, **Zermatt Corporation**
Winchester, Michigan, 1990-present

- ☒ Call upon physicians in Detroit, averaging eight to ten calls a day, displaying and explaining new products and answering all questions, or getting answers to these questions from the home office.
- ☒ Keep myself knowledgeable on 1,000 products of the Zermatt line.

Desire change because career advancement opportunities are limited in this company.

COLLEGE TEXTBOOK SALES REPRESENTATIVE, **Parkside-Robbins Publishing Company**

Boston, Massachusetts, 1986-1990

- ☒ Displayed catalogue of titles and promotional materials to department heads and professors in all colleges in Connecticut, answering questions and urging adoptions.
- ☒ Solicited manuscripts for new textbooks.

During my four years with Parkside-Robbins, sales in Connecticut increased 25% each year. I left because Zermatt offered greater compensation and the opportunity to advance to sales manager.

EDUCATION

BACHELOR OF ARTS, LIBERAL ARTS, **Princeton University**, 1986

Strong background in humanities with all electives in chemistry.

REFERENCES

Full references will be furnished on request.