

Professional Summary

Mission-driven sales professional equipped with a proven foundation in strategic communication, territory development, and customer engagement. Applies four core strengths—**discipline, adaptability, emotional intelligence, and resilience under pressure**—to drive results in fast-paced, high-stakes environments. Brings a unique blend of real-world leadership, operational insight, and global perspective from living and teaching abroad. Known for learning rapidly, building trust quickly, and executing with precision in unfamiliar or complex settings.

Key Accomplishments

- **Earned a B.S. in Workforce Education & Development**, completing academic requirements for a strategic transition into the MedTech industry.
- **Completed a 135-hour capstone project** with Parkway Products, delivering value in training design, documentation clarity, and workflow optimization.
- **Directed long-term operational growth** at Greenville Rental Inc., contributing across business functions and supporting a successful ownership transition.
- **Certified Personal Trainer and Nutrition Consultant**; designed and delivered individualized training programs for over 40 clients in both corporate and private fitness environments.
- **Taught ESL across five countries**, increasing student enrollment and satisfaction while independently managing international visa and employment logistics.
- **Served three years active duty** in the **U.S. Army Infantry** with an honorable discharge; selected for the **UNC Honor Guard**, completing advanced combat and leadership training at multiple U.S. bases.
- **Graduated from Camden Military Academy**, developing foundational discipline, structure, and early leadership aptitude.
- **Excelled in competitive athletics** through the YMCA and national camps, cultivating mental toughness, teamwork, and performance excellence.
- **Contributed over 1,000 hours of volunteer service**, supporting facility operations for the YMCA Foundation and Phillis Wheatley Center, helping maintain safe, functional spaces for youth and community program.

Core Skills

- Strategic Communication and Relationship Development
- Territory Management and Account Penetration
- CRM Proficiency and Sales Funnel Optimization
- Product Education and Customer Onboarding
- Cross-Functional Teamwork and Independent Initiative
- Lead Generation and Closing Strategy Execution
- Presentation Skills and Client-Facing Confidence
- Pressure Resilience and Tactical Execution

Work History

Product Handler

12/2020 to 02/2024

Parkway Products, LLC- Seneca, SC

- Partnered with **cross-functional teams** to enhance **workflow efficiency** and **optimize training documentation**.
- Ensured **compliance with OSHA and quality standards**, reinforcing adherence to **regulatory requirements** critical in healthcare sales.
- Adapted to **manufacturing processes**, demonstrating problem-solving skills applicable to **complex medical sales**.

Greenville Rental – Greenville, SC

- **Led daily operations** across multiple departments (customer service, retail, outside sales, equipment rentals), supporting **1,000+ clients annually**.
- **Booked 300+ events per year**, managed full-cycle sales, negotiated contracts, and ensured on-time payment—resulting in over **35% year-over-year revenue growth** in event services.
- Generated over **30% of total company revenue** through long-term client retention and repeat business strategies.
- Maintained a **95%+ customer satisfaction rate**, based on internal feedback and repeat bookings from key clients.
- **Secured and managed institutional contracts** with **Clemson University, Prisma Health, St. Francis Hospital**, and **Presbyterian College**, building long-term partnerships and trust with key regional accounts.
- **Led donation partnerships** with organizations like the **YMCA**, supporting **high-visibility community outreach** and strengthening brand reputation through local engagement.

Previous Work History

United States Army Infantry (Honorable Discharge) – 2000 to 2008

- Developed **leadership, adaptability, and integrity** in high-pressure environments, aligning with Intuitive Surgical's emphasis on **teamwork, innovation, and resilience**.

Technical Skills

- Proficient in **Microsoft Office Suite** and skilled in designing and delivering **impactful presentations**.
- **Strong digital literacy** with the ability to learn and adapt quickly to various **software and technologies**.

Training, Licenses & Certifications

Personal Trainer and Nutritional Consultant Certification

National Personal Training Institute – 2006

- Highlighted skills in **teaching, mentoring, and adaptability**, transferable to supporting surgical teams and driving the adoption of innovative technologies.
- Strengthened mentorship, leadership, and adaptability skills applicable to **consultative sales training** and **client engagement**.

TEFL-TESOL Certified Instructor

TEFLEN Training College – 2008

- Certified in **Teaching English as a Second or Foreign Language**, applying **communication and adaptability skills** transferable to success as a **Sales Representative in diverse client-facing environments**, including **healthcare and business sectors**.
- Developed communication and adaptability skills transferable to **sales presentations, training, and relationship management**.

Education

Southern Illinois University of Carbondale – 2023

Bachelor of Science in Workforce Education and Development

- Developed a strong understanding of **anatomy and medical terminology** through science prerequisites, providing a solid foundation for roles in healthcare and medical technology.
- Gained expertise in **leadership development, instructional design, and workforce training**, aligning with innovative industry practices.