

PATRICK MICHAELS

...Personable....Persistent...Thorough...

(617) 748-3509

stephanie@sfbayresumewriter.com

64 Hayden Ridge
Plymouth, MA 02360

Seeking Position As:

SALES PROFESSIONAL

Professional inside sales manager and office manager with more than 10 years of experience in all phases of the business cycle. Consistently exceed objectives and increase bottom line profits for employers. A quick learner and an excellent communicator with an ability to perform well in a multitasking environment. Extensive experience in sales account management from order entry to customer service. Detail-oriented individual, friendly and personable, and a self-starter with a willingness to work well as a member of a team.

- ✦ Office & Project Management
- ✦ Problem/Identification Solutions
- ✦ Team Building/Leadership
- ✦ Expense Reports & Special Projects
- ✦ Inventory Control
- ✦ Commission Reporting

PROFESSIONAL EXPERIENCE

Resource Search Company

June 2006 - Present

Senior Account Manager

New York, NY

- ✦ Provided client development and built relationships with new and existing clients through office visits, presentations and entertainment.
- ✦ Obtained qualified job requirements, maintained job database, tracked vendor agreements while working in unison with recruiting to build a larger candidate pool.
- ✦ Key Accounts; UBS, State Street Bank, AvenueA-Razorfish -built territory from zero to \$500,000 in gross profit.

Financial Partners Leasing Corporation

Aug 2003 – June 2006

Account Director

Andover, MA

- ✦ Provided commercial equipment leasing and financing for vendors and directed customers (primarily in the medical field) through a combination of inside and outside sales and service.
- ✦ Furnished quotes and worked with client(s) and processed documents; 2005-2006- Managed National and Regional Accounts generating \$10 million in sales.

Arthrocare Corporation

Mar 2002 – July 2003

Account Manager

Sunnyvale, CA

- ✦ Prospected with ENT surgeons to evaluate product, train staff on the technical uses of the product and closed and maintained relationships with hospital and office staff while maintaining quota and budget.
- ✦ Worked in a virgin territory and got roughly 2 dozen surgeons to become users in just a years time.
- ✦ Partnered with a colleague to help build an equipment leasing business; first year goal was to get to 5 million or more, but achieved13 and ended up building the book of business to over 20 million dollars.

- ✦ Key Accounts Closed; Massachusetts Eye and Ear Infirmary, Boston, MA; Lahey Clinic, Burlington, MA; Maine Medical Center, Portland, ME

Atrium Medical Corporation

Apr 2000 – Mar 2002

Territory Manager
Hudson, NH

- ✦ Responsible for the Sales and Service of vascular and general implants to surgeons and their hospitals in the New England Area while maintaining inventory, collecting purchase orders and managing manufacturer's representative.

Industrial Communications & Electronics

May 1997 – Apr 2000

Communications Consultant
Boston, MA

- ✦ Acted as an Authorized Motorola Consultant; maintained an existing customer base of more than 200, generating new business through leads, referrals and cold calls, presenting, training and selling of communications equipment and electronics to various businesses.

EDUCATION & TECHNICAL SKILLS

University of Massachusetts at Amherst

1994

B. S., Hotel and Restaurant Management, Concentration in Commercial Food Service and Management

Microsoft Office Suite

NOTABLE HIGHLIGHTS

Recognized for selling the most medical software at Atrium 2001.

Played integral role in a Northeast Regional Team that started 2000 in 3rd place in sales which rallied to be number 1 by years end.

Salesperson of the Month at Industrial Communication & Electronics, Oct 1997, Jan & Mar 1999; Motorola iDen product line - Salesperson of the Year for 1998

**References Gladly Provided Upon Request*