

Andrew Lessard

San Diego, CA 92109 · 978-335-6279 · Andrewlessard8@gmail.com · [linkedin.com/in/andrewjlessard/](https://www.linkedin.com/in/andrewjlessard/)

Medical Device Sales Specialist

PROFESSIONAL SUMMARY

Dynamic and results-oriented sales professional with 1.5+ years of experience in the Medical Device Field. Proven track record of exceeding sales targets and driving revenue growth through strategic prospecting, relationship building, and effective negotiation. Skilled in identifying customer needs, delivering compelling sales presentations, and closing deals to achieve exceptional outcomes. Proficient in CRM software and sales analytics to track performance metrics and optimize sales processes. Known for exceptional communication, interpersonal, and problem-solving abilities, with a strong commitment to providing outstanding customer service. Eager to leverage my sales expertise and passion for driving results to contribute to the success as a sales representative.

KEY SKILLS & AREAS OF EXPERTISE

Sales Operations | Sales Processes | Business-to-Business (B2B) | Cold Calling | Communication | Customer Relationship Management (CRM) | New Business Development | Sales Presentations | Sales and Marketing | Business-to-Business (B2B) | Lead Qualification | Outbound Sales | Sales Development | Skill Development | Account Management

SELECTED ACCOMPLISHMENTS

- ✓ 2017 All Academic Team as a member of the Fitchburg State Baseball Program.
- ✓ Managing an account for a doctor whose work was published in the Journal of Arthroplasty is a remarkable accomplishment. It showcased my ability to cultivate and maintain relationships with high-profile clients in the medical field.

PROFESSIONAL EXPERIENCE

Sales Specialist November 2022 – May 2024 - *ROMTech - Remote*

- Qualify leads and determine the suitability of prospects based on their needs, budget, and timeline.
- Follow up on leads and inquiries to nurture relationships and move prospects through the sales pipeline.
- Conduct outbound calls to prospective customers to introduce products/services and generate leads.
- Maintain accurate records of all sales activities for existing accounts, including calls, emails, and meetings, using CRM software.

Inside Sales Representative January 2022 – November 2022 *Ferguson Enterprises - MA*

- Collaborate with the sales team to develop and implement strategies to meet sales targets.
- Stay informed about industry trends, competitor activities, and market changes to identify opportunities for growth.
- Provide product information, pricing, and quotes to potential customers.
- Participate in sales meetings, training sessions, and team events to enhance skills and knowledge.

Security Investigator January 2019 – March 2021 *Encore Boston Harbor*

- Conduct thorough investigations into suspected instances of fraud, theft, cheating, and other misconduct within the casino premises.
- Utilize surveillance footage, transaction records, and other investigative tools to gather evidence and build case files.
- Document all investigative findings, observations, and actions taken in detailed reports.
- Maintain accurate records of incidents, interviews, and evidence to support legal proceedings, regulatory audits, and internal investigations.

EDUCATION

Bachelor of Science (B.S.) in Criminal Justice May 2018 • *Fitchburg State University– Fitchburg, MA*

- 4 years of Collegiate Baseball