# Victor Alvarez

**Senior Territory Manager, Imaging | Territory Manager, Surgical | Sales Representative**

victor.alvarez@email.example • (480) 555-0187

## PROFESSIONAL SUMMARY

Senior capital equipment sales representative with 13 years selling medical imaging and surgical equipment to hospitals and surgery centers in the Southwest. Runs long, committee-based sales cycles with clinical, finance and procurement buyers. Consistent top-quartile performer who mentors new reps and works closely with clinical specialists.

## PROFESSIONAL EXPERIENCE

### Senior Territory Manager, Imaging

*Jan 2020 — Present*

*Saguaro Medical Systems · Phoenix, AZ*

- Sell imaging systems and service contracts across Arizona and New Mexico, closing $9.8 million in 2025 against an $8.5 million quota, ranking second nationally.
- Closed a five-year multi-site agreement with a regional hospital system after an 11-month process involving radiology, finance, IT security and the value analysis committee.
- Grew service contract renewals across the installed base by building renewal plans 12 months before expiry with each biomedical engineering team.
- Mentor four new territory managers on account planning and forecasting; two reached quota in their first full year.

### Territory Manager, Surgical

*Apr 2015 — Dec 2019*

*Desert Bloom Surgical Devices · Tucson, AZ*

- Sold surgical energy and visualization equipment to 30 hospitals and ambulatory surgery centers, exceeding quota in four of five years.
- Converted three competitive accounts by running in-service training and trial evaluations with operating room staff and surgeons.
- Negotiated pricing within group purchasing organization contracts while protecting margin, working with contracts and finance on each deal.

### Sales Representative

*Jun 2012 — Mar 2015*

*Copper State Medical Supply · Phoenix, AZ*

- Sold disposable medical supplies to clinics and long-term care facilities, growing territory revenue by about $700,000 over three years.
- Won Rookie of the Year in 2013 for new account acquisition in the Southwest region.

## EDUCATION

**BS, Biology** — Sonoran Valley University *2012*

## SKILLS

**Technical:** Capital equipment sales, Complex B2B sales cycles, Value analysis committees, Group purchasing organizations, Negotiation, Strategic account planning, Salesforce, MEDDICC qualification, Clinical product demonstrations, Territory planning, Mentoring sales reps, Contract renewals