



Med Sales Academy



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# **Sales Foundation Course**

Module 5 Private Health Customer  
Structure

# Welcome to Private Health Customer Structure



- Warren Howell
- Trainer & Sales in Ophthalmology for 20 Years
- Please ask questions!
- Email [warren@medsalesacademy.co.uk](mailto:warren@medsalesacademy.co.uk)



# Today we will learn



- How to make your CV a winner



# Curriculum Vitae Workshop



- A well presented CV is the key to opening the door to getting an initial interview
- Today we have an invited guest speaker
- Wayne Hope
- Wayne is a qualified Career coach and has a wide knowledge of the Medical Device sector.
- Wayne has worked for specialist medical Device recruitment companies and now owns his own company 'New Hope Career Academy'



# CV Workshop



- Head Office & UK Warehouse
- Customer Service Team- dealing with email & telephone orders
- Marketing, Finance, Logistics, HR & Regulatory depts at Head Office- on the whole
- Almost all the companies have regionally based Sales & Application teams Grouped into Territories
- Field teams usually have some form of home office
- Territory management can be achieved by email, phone and face to face visits

# Today we have learnt



- How to make your CV a winner



# Thank-you



- We hope this session was useful
- Please send us your questions
- [warren@medsalesacademy.co.uk](mailto:warren@medsalesacademy.co.uk)
- See you on the next module
  - **Interview Skills**