

Zachary L. Perez

Enthusiastic Sales Professional

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Articulate and tenacious sales professional with strong history of surpassing objectives by leveraging strategy and advanced people skills. Talented in generating leads and demonstrating products to close high-volume sales. Highly capable of rendering services as Software Sales professional.



Work History

2017-08 -
Current

SALES REPRESENTATIVE

Mindray North America, San Francisco, California

Generating leads and exceeding sales goals in key sectors of business by selling:

- Anesthesia systems into Kaiser Permanente in Northern California Market which has led to potential future deal worth over 10 million dollars in revenue
- Telemetry systems into Tenet Healthcare in Northern California Market, on basis of strong customer relationships that were built with key c-suite and director level leadership

2016-04 -
2017-08

ASSOCIATE SALES REPRESENTATIVE

Mindray North America, Torrance, California

- Efficiently exceeded assigned territory revenue and objectives along with establishing, developing and maintaining positive business and customer relationships while supporting the efforts of the Senior Sales Representatives
- Presented, promoted and sold products using solid arguments to existing and prospective customers with sales, clinical, IT and upper management
- Held responsible in key hire replacement for Kaiser

2013-04 -
2016-04

KAISER PERMANENTE ACCOUNT REPRESENTATIVE

Mindray North America, San Diego, California

- Meticulously managed and developed one of Mindray's largest national contracts, Kaiser Permanente within extensive West Coast territory that includes California, Hawaii, Oregon and Washington



Accomplishments

- Q4 2017 - Attained sales of \$721,452 against a sales quota of \$594,200. 121% to plan
- Q4 2018 - Attained sales of \$1,126,758 against sales quota of \$530,950. 212% to plan. Won sales rep of the quarter award
- Q3 2019 - Attained sales of \$671,230 against sales quota of \$487,500. 138% to plan



Education

Bachelors of Science: Business Administration & Marketing

Pittsburg State University - Pittsburg, Kansas

Associate of Arts: Economics

Labette Community College - Parsons, Kansas

Member of Men's Basketball Team Student Athlete



Training

- Completed Mindray corporate Phase 1 & 2 Sales Training in Mahwah, New Jersey