

Teresa A. Jones

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OBJECTIVE: A position in pharmaceutical sales, medical device sale, or a related area.

PROFILE:

- **Results-driven professional** with a background in nursing (13 years and sales (12 years)).
- **Strong communicator** who knows how to speak to physicians and medical professionals in a way that wins their trust and cooperation.
- **Versatile team player** who has worked in several medical units, managing care, dispensing medication and educating patients.

**NURSING
EXPERIENCE:**

SOUTHWEST HOSPITAL Naperville, Illinois 1998-Present

RN: OB-GYN (2003-Present)

Manage postpartum and nursery care for mothers and newborns as well as patients recovering from gynecological surgery (hysterectomies). Educate patients in child care. Administer medications, including narcotics. Conduct postpartum assessment of mothers. Completed training in neonatal resuscitation and certification in CPR.

- Cared for babies delivered by c-section, assisted with intubation, and performed positive-pressure ventilation.

RN: DETOX & PSYCHIATRIC (1998-2003)

Cared for patients recovering from addiction to drugs and alcohol. Educated families regarding medications, life style changes, and referral services. Dispensed medications (anti-seizure, librium), taking into accounts contra-indications for other medical conditions. Performed CPR several times. Mentored less experienced nurses.

MEMORIAL HOSPITAL Niles, Indiana 1993-1998

RN: TRANSITIONAL CARE & MED-SURGICAL

Provided care for patients who need extensive care, including heavy use of cardiac and anti-seizure medications. Managed wound cares and treated bed sores. Counseled families on home care issues.

**SALES
EXPERIENCE:**

C. BROWN REALTY Chicago, Illinois 1980-1992

REAL ESTATE AGENT

Sold residential properties, and negotiated contracts. Organized and hosted open house to emphasize each house's unique selling features. Canvassed neighborhoods to drive new business. Developed trust with clients that led to repeat business and referrals.

- Generated more than \$2 million in annual sales (1992).
- Won awards as Sales Agent of the Month.

EDUCATION:

ILLINOIS UNIVERSITY SCHOOL OF NURSING Chicago, Illinois 1984
Associate of Science, Nursing

**COMPUTER
SKILLS:**

Word, Excel, customer contact software (ACT)

References Available upon Request