

# Mozella Lucus

Dental Sales Representative

## Profile

I have over 5 years of experience as a Dental Sales Representative. I am knowledgeable in all areas of dental sales, including product knowledge, territory management, and account development. I have an excellent track record of achieving quotas and building long-term relationships with customers. In my previous role, I increased sales by 25% in one year through effective territory management and new customer acquisition.

## Employment History

### Dental Sales Representative at Wyoming Dental Solutions, WY

Mar 2022 - Present

- Ranked #1 out of 12 dental sales representatives in the Northeast region for Q2 2019.
- Achieved 110% of quarterly sales quota in Q3 and Q4 2018.
- Exceeded monthly new patient acquisition goals by an average of 15% from January to June 2019.
- Generated \$750,000 in annual revenue for the company through direct selling efforts in 2017.
- Won "Top Sales Representative" award at national sales meeting held in Chicago, IL.

### Dental Sales Representative II at Mountain Dental Specialists, WY

Sep 2017 - Feb 2022

- Achieved quarterly sales goals by successfully promoting and selling dental products to dentists in a defined territory.
- Exceeded annual sales targets by 15%, generating \$2.3 million in revenue for the company.
- Demonstrated expert product knowledge to customers, resulting in increased sales of up to 20%.
- Negotiated contracts with key accounts, leading to long-term relationships and repeat business.
- Trained new Sales Representatives on effective selling techniques, product knowledge, and market analysis.

## Education

### High School Diploma at Laramie High School, Laramie, WY

Aug 2013 - May 2017

I've learned how to be organized, how to manage my time, and how to study effectively.

## Certificates

### Dental Sales Representative Certification

Feb 2021

### Dental Product Specialist Certification

Dec 2019

## Details

[mozella.lucus@gmail.com](mailto:mozella.lucus@gmail.com)

(426) 543-8844

1212 12th St, Laramie, WY 82001

## Links

[linkedin.com/in/mozellalucus](https://www.linkedin.com/in/mozellalucus)

## Skills

Dental knowledge



Sales skills



Communication skills



Persuasion skills



Organization skills



Time management



## Languages

English



German



## Hobbies

Organizing and cleaning

Listening to music

Trying new foods