

Nathaniel Durand

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EXPERIENCE

Health Wright Technologies, Remote - Medical Device Sales Representative

September 2023-Present

- Support field sales reps by setting appointments, qualifying leads, and closing small accounts.
- Used CRM tools to manage leads, monitor pipeline activity, and generate reports for management while also creating marketing materials for patients in doctors offices.
- Conduct product demonstrations for the CMAT to doctors, nurses, and procurement teams to educate on the usage and performance for patients.
- Strategize and execute territory growth plans, increasing market share by 20% since 2023.
- Develop and maintain relationships with key stakeholders including doctors, nurses, and office administrators.
- Conducted B2B sales by cold calling and setting up meetings with decision makers for sale.
- Manage doctors offices across the country focused on CMAT devices.

Rxwound, Tualatin, OR — Medical Sales Representative

March 2021 - September 2023

- Increased territory results by building and maintaining strong business relationships.
- Implemented sales strategies with both B2B and B2C concepts.
- Conducted product presentations, demonstrations, and training sessions to educate medical staff and patients about the benefits and usage of products.
- Promote and sell skin grafts and exosomes to clinics, doctors, and medical professionals.
- Maintained accurate records of sales calls, opportunities and customer interactions.
- Collected competitive data on salesforce and remain current on industry, customer, and competitive trends while participating in weekly sales meetings and professional meetings outside of regular business hours.

Objective

A versatile yet organized & self-motivated professional with 8+ years of business experience demonstrating success in leading cross functional teams and implementing agile processes to deliver high quality production. Strong leadership and communication skills with the focus on collaboration and continuous improvement.

Project & Program Management

- Project Management
- Contract Negotiation
- Agile Methodologies
- Cross-Functional Collaboration
- Risk Mitigation
- Compliance with Government Regulations
- Budget Management

Aspen Home Remodeling, Teaneck NJ — Project Manager

May 2016 - February 2021

- Led the planning, execution and closing of various construction projects including commercial buildings, residential, and infrastructure development.
- Prepare and submit bids to clients while maintaining accurate records of estimates, bids, and other documents pertaining to the project.
- Managed project budgets ensuring that cost control measures were implemented and adhered throughout the project lifecycle.
- Oversaw scheduling, interpreted blueprints accurately, and allocated resources to ensure timely completion of projects.
- Conducted site inspections to monitor progress quality and safety standards.
- Conducted research as well as prepared and presented project progress reports to highlight areas for improvement/achievement.
- Assisted in coordination of the suppliers to ensure timely delivery of materials and services while maintaining quality standards.

EDUCATION

- IAP Career College, — Project Manager (PMP)
- 2023
- Scrum Alliance Certified, — Scrum Master
- 2023
- Oakwood University, Huntsville Alabama
Bachelors of Science in Business Administration

PROJECTS/ACCOMPLISHMENTS

Mr. R&B Sound — Project Management Consultant Company (1099)

- Conduct thorough research on government solicitations, including Requests for Proposals and Request for Quotes to understand project requirements and evaluation criteria.
- Ensure compliance with government regulations, formatting guidelines, and submission details.
- Lead government projects from initiation to completion, ensuring adherence to budget, timeline, and quality standards.
- Efficiently outsource subcontractors upon conveyance of government contracts to perform the duties given to complete the project.
- Working as the primary liaison for communication between parties to make sure requirements are completed effectively and efficiently.

- Team Leadership
- Marketing Strategy
- Process Improvement
- Quality Assurance
- Salesforce
- Scrum Master
- Vendor Management
- Stakeholder Management
- Jira
- Strategic Planning
- Google Suite
- Microsoft Office Suite
- Data Analysis
- Osha10 & Osha30
- B2B & B2C sales
- Cold Call and Lead Gen.
- Product Training & Demos
- Territory Management

