

Hunter Torrance

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Experience

January 2017 - December 2017

Punch Bowl Social, Detroit, MI - Food Server

- Maintained high standards of customer service in a high-volume, fast paced work environment
- Promoted to team lead, and began training and helping manage my section within a month of beginning the position.

October 2016 - May 2019

Ambulatory Infusion Care, Mount Pleasant, MI - Assistant Territory Account Manager

- Delivered pharmaceuticals and maintained business relationships with customers at the ground level to ensure satisfaction and secure repeat business.
- Assisted in the management of 100+ accounts ranging from foster care facilities, senior living centers, pharmacies, rehab centers, and more across Northern Michigan.

October 2019 - Present

Bonita Pharmaceuticals, Westland, MI - National Account Manager

- Developed and maintained business relationships with over 400 pharmacies, hospital networks, direct primary care clinics, and pharmaceutical distributors across the United States.
- Averaged 6 new client accounts per month, which greatly surpassed the mark of 2-3 per month set by management.
- Took innovative approaches to prospecting, leading to the procurement of the first successful government contract in company history. This added an entirely new revenue channel for the company through VA hospital bids/contracts.
- Consistently outperformed marks set by management, and performed within the top 10% of sales reps at Bonita. Averaging above 100k in monthly sales
- Developed automation and marketing materials for the sales team that increased the average sales of each rep by 20%. This also optimized their time spent doing tasks which allowed them to reach an extra 50 new leads per week. This is equivalent to completing a whole extra day of work each week.

Education

September 2015 - May 2019

Central Michigan University, Mount Pleasant, MI - *Biology w/ focus in Biomedicine*

Organizations

Pi Sigma Epsilon (Sales and marketing professional fraternity), Mount Pleasant, MI

- Joined to gain extensive knowledge in the sales and marketing profession, and surround myself with like minded individuals.
- Actively participated in meetings with PSE corporate sponsors to learn about sales and marketing techniques, professional development skills, and networking to understand job opportunities domestically and abroad.