

To the Hiring Manager,

Based on the experience I gained at Duke Hospital I am comfortable with my candidacy for many of the positions offered in the Medical Devices industry. I am most suited for a Territory Manager role in Endoscopy based on my previous experience.

My work at Duke Hospital began in 2001 as a Medical Illustrator for Endoresource. I worked with a team of doctors and nurses in the Duke Endoscopy Clinic to develop an animated series of graphics illustrating endoscopy procedures. By delivering these materials on time and under budget, thousands of patients and health practitioners were able to better understand the procedures, decreasing the number of cancellations.

I was later given an opportunity to work directly with patients in a permanent role as a receptionist for the Duke Endoscopy Clinic. After a trial period in Customer Relations, I was promoted to a Triage position. Now working alongside nurses with years of experience, I would appoint patient phone calls to the appropriate specialist.

My performance was recognised by patients who I placed with the appropriate physician ahead of schedule. I gained a significant amount of knowledge regarding the health and medical industries, and have applied these insights to various roles in regional sales and stakeholder engagement.

Now enrolled in the AGSM MBA full-time program with a graduation date of April 2010, I feel a profound connection with companies able to improve the lives of patients and doctors simultaneously.

Through my studies and other work experiences, I have a firm understanding of Sales, Customer Service, Client Relationship Management and Business Operations. Thus I feel I would be a suitable candidate for a range of roles within Medical Devices.

I strongly advocate the values outlined in general healthcare and feel my personal attributes would align with and offer a valuable contribution to your team.

Sincerely,

Jonathan Blackwell

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