

AMELYN CHUA

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Energetic and passionate Sales Representative with three years of experience in the cardiac device industry. Proven track record of success in exceeding sales targets through identifying prospects and converting leads into customers. Comprehensive understanding of the medical device landscape and healthcare systems in Southeast Asia. Seeking advancement to a medical device sales role to create a tangible impact on patient wellbeing while expanding into new territories.

WORK EXPERIENCE

04/2020 – PRESENT

MEDICAL TECHNICAL SALES REPRESENTATIVE, MEDTRONIC MALAYSIA

- Provides technical support during the implantation of cardiac devices in hospitals and follow-ups in clinics, including troubleshooting and reprogramming to ensure optimal therapy being delivered to patients
- Responsible for accounts that contribute over RM2 million combined in sales annually, consistently exceeds sales target figures
- Establishes lasting professional relationships with cardiologists and electrophysiologists from key accounts to maintain or grow existing market share
- Engages with hospital clinical research teams to participate in clinical studies in collaboration with Medtronic
- Collaborates with marketing leaders to formulate and implement marketing initiatives that expand market share and penetrate new territories

12/2018 – 03/2020

ASSOCIATE HR SPECIALIST, MEDTRONIC TAIWAN

- Coordinated major annual events for Medtronic Taiwan and Hong Kong such as Kick Off Meetings, Town Hall Meetings and Family Days, improving employee morale and productivity
- Designed New Employee Online (NEO) training for over 500 newly hired employees, ensuring smooth transitions into the company
- Produced various educational materials based on departmental needs such as brochures, posters and videos to facilitate training
- Established the Human Resource Internal Communication Project, which promotes company events through Medtronic's communication tools

EDUCATION

2014-2018

NATIONAL UNIVERSITY OF CHENGCHI, TAIWAN

Public Relations, Advertising and Applied Communication

SKILLS

- Advanced ECG interpretation
- Implantable cardiac device programming and troubleshooting
- Customer relationship management
- Adaptability
- Teamwork