

Olivia Ramirez

CLINICAL SALES SPECIALIST

San Diego, CA (619) 555-0174 olivia.ramirez@email.com linkedin.com/in/oliviaramirez

SUMMARY

Critical care nurse turned clinical sales specialist with 2 years selling hemodynamic monitoring after 6 years in a cardiovascular ICU. Grew sensor revenue 28% to \$3.4M by pairing clinical expertise with business development and negotiation skills, and trains ICU and OR staff so new monitors get used well.

SKILLS

Other Skills: Clinical Expertise, Business Development, Negotiation, Product Training, Hemodynamic Monitoring, Salesforce, PowerPoint, Microsoft Excel, Problem-Solving Skills, Analytical Skills

EXPERIENCE

Clinical Sales Specialist 04/2024 - Present
Pacific Vital Monitoring San Diego, CA

Sells hemodynamic monitoring systems to ICUs and ORs in 22 Southern California hospitals.

- Grew hemodynamic sensor revenue **28%** to \$3.4M in 2025 across 22 hospitals.
- Trained 600+ ICU and OR nurses on monitor setup and readings through hands-on product training.
- Built business development plans in Salesforce for 9 new accounts and won 4 capital purchases worth \$1.1M.
- Presented ROI cases in PowerPoint to value analysis committees, backed by Microsoft Excel cost models.

Registered Nurse, Cardiovascular ICU 07/2018 - 03/2024
Bayfront Medical Center San Diego, CA

Staff nurse in a 20-bed cardiovascular intensive care unit.

- Managed 2 post-cardiac surgery patients a shift using arterial lines and hemodynamic monitoring.
- Served as unit super-user for 3 device rollouts and trained 45 nurses on new equipment.
- Led a pressure injury project that cut unit pressure injuries by 40% in 1 year.
- Resolved monitoring alarms and line problems with fast problem-solving skills during 12-hour night shifts.

EDUCATION

Bachelor of Science in Nursing 05/2018
San Diego State University San Diego, CA
Nursing

CERTIFICATES

Registered Nurse (RN) 07/2018
California Board of Registered Nursing

Critical Care Registered Nurse (CCRN) 09/2020
AACN Certification Corporation