



JEREMY FARLEY

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Summary

Medical Device and High-Ticket Healthcare Sales Professional with a proven record of closing complex, high-dollar treatment plans (\$25K-\$60K+) through a consultative, patient-centric sales approach. Experienced collaborating with oral surgeons, restorative doctors, and clinical teams to drive treatment acceptance, increase conversion, and manage high-volume pipelines. Strong background in territory leadership, CRM discipline, revenue forecasting, and multi-site sales operations within regulated healthcare environments.

Skills

- Consultative Medical Sales
- High-Ticket Healthcare Solutions
- Clinical Collaboration (Surgeons & Physicians)
- Patient Education & Advocacy
- Treatment Plan Presentation
- Medical Imaging Interpretation (CBCT / CT)
- Objection Handling & Financing Navigation
- CRM & Sales Pipeline Management
- Revenue Forecasting & Territory Management
- NEPQ Sales Framework
- Stakeholder Influence & Relationship Management

Experience

Nuvia Dental Implant Center | Winter Park, USA

Implant Sales Representative

06/2025 - Current

- Lead full-cycle consultative sales process for full-mouth dental implant solutions, guiding patients from initial consultation through treatment commitment using a structured NEPQ framework.
- Partner closely with oral surgeons, restorative doctors, and clinical staff to evaluate patient candidacy, align on treatment protocols, and present clinically sound solutions.
- Conduct comprehensive case presentations, including CBCT/CT scan reviews, treatment rationale, procedural timelines, and post-surgical expectations.
- Translate complex clinical imaging and medical terminology into patient-friendly education that builds trust and drives informed decision-making.
- Present and structure high-value treatment plans (\$25K-\$60K+), navigating financing options, insurance considerations, and overcoming cost-based objections.
- Manage a robust CRM pipeline of high-intent patients, ensuring accurate forecasting, follow-up cadence, and conversion tracking.
- Maintain strict adherence to medical compliance, consent processes, and documentation standards while balancing patient advocacy with business objectives.
- Serve as a key liaison between patients and providers, ensuring alignment across clinical, financial, and emotional readiness for treatment.

Crunch Fitness

Personal Training Manager (Multi-State)

09/2020 - 05/2025

- Transformed underperforming territories into top-performing revenue locations across IL, ATL, TX, and FL.
- Increased monthly revenue from \$65K to \$222K, breaking four historical sales records.

- Ranked Top 5 of 85 managers nationally while consistently exceeding KPIs and growth targets.
- Managed \$200K+ monthly revenue budgets including forecasting, pipeline management, and P&L accountability.
- Recruited, developed, and mentored four managers, building a scalable leadership pipeline.

Education and Training

Aurora University

B.S. in Exercise Science, Minor in Physiology