

WENDI WILLIAMS

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Results-driven sales professional with extensive experience in aesthetics and medical device industries. Proven track record of exceeding quotas, managing large territories across Texas, and driving product adoption. Combines determination, versatility, and strong interpersonal skills to deliver measurable outcomes and foster lasting customer relationships in competitive markets.

ACCOMPLISHMENTS

Allergan

- Yearly attainment over 100%
- 101% Q1 2025
- Allergan Medical Institute Team Lead 2023 and 2025
- Southwest Area Grit Award 2025
- Customer Service Ad Board 2025

Stryker

- Finished #1 in training class 2021
- #2 in the nation for Clarifix sales 2022
- Expanded territory to West Texas and exceeded quota in 2021 and 2022

Paycom

- Sold my first 20K deal while in training

WORK EXPERIENCE

Allergan Aesthetics

Business Development Manager (Dallas, TX) 2022 — Present

- Provide clinical product differentiation, training, and competitive selling tactics to consistently gain new and existing customers QOQ
- Coordinate speaker programs and hands-on trainings with KOLs in aesthetics, bringing top-tier expertise to the Dallas market
- Support high-impact product launches, including Volux, SkinVive, and new indications for Botox and Voluma, driving market adoption and revenue growth - converted Dr. Bassichis and purchased 65K in SkinVive (rolling 6 months)
- Establish strong relationships with Physicians, Plastic Surgeons, Dermatologists, Nurses, and key decision makers by providing profitable business plans based on individual and practice needs

Customer Experience Representative (Austin, TX) 2019 —2020

- Engaged with medical professionals to fulfill orders for facial aesthetic and therapeutic products efficiently
- Built a robust customer base through positive, impactful interactions
- Led a project on the team to build the training database by expanding its scope and resources

Stryker

Sales Representative (Austin, TX) 2021 — 2022

- Effectively trained ENT specialists and facial plastics on the clinical advantages of our products by empowering them to achieve superior patient outcomes while simultaneously driving practice growth
- Strategically identified and capitalized on growth opportunities within the territory while enhancing and expanding established accounts – grew top account by 37% in 2022
- Supported surgical cases across diverse settings—including in-office, ASC, and hospital environments—through extensive travel and hands-on engagement

Sprout Realty

Real Estate Agent (Austin, TX) 2021 — 2022

- Actively sought and partnered with clients to buy, sell, and lease real estate properties within the greater Austin area and exceeded monthly targets by up to 5 transactions per month

Rogers Healy & Associates

Real Estate Agent (Dallas, TX) 2020 — 2021

- Represented buyers during visits to prospective homes and prepared legal documentation as assistant to a top producing sales agent in Dallas, ultimately increasing her sales

Paycom

Outside Sales Representative (Austin, TX) 2020

- Cultivated and strengthened relationships with over 170 diverse companies across the greater Austin area, driving sustained engagement and trust with a newer company in the HR/payroll space
- Partnered directly with key executives to develop tailored business solutions to more efficiently manage their employees
- Closed my first deal within three months—while still in training—demonstrating rapid adaptability and sales acumen.

Omaha's Surplus

Marketing and Sales Coordinator (Fort Worth, TX) 2016 – 2019

- Led marketing efforts on multiple social media platforms that increased online presence and resulted in growth of the business by 15% each year
- Coordinated on-site events for the Fort Worth Cultural District and meet and greets with WWII veterans
- Assisted with wholesale purchasing decisions at the 2019 Army Navy Merchandising Expo in Las Vegas

SKILLS

Business Development – Direct and Consultative Sales – Customer Engagement – Product Launch and Differentiation – Fostering Relationships – Team Collaboration – Leadership

EDUCATION

The University of Texas at Austin — December 2019

Bachelor of Science in Public Relations with a Minor in Business (GPA 3.4/4.0)

Texas Cheerleader, Texas Exes Association, Zeta Tau Alpha, Texas Cowboys Organization

Texas Woman's University — May 2021

Post Baccalaureate in Communications Sciences and Disorders (GPA 3.9)