**James Alexander Gavino**

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| **Objective** |

Aspiring Medical Device Sales Representative with a background in clinical research, patient care, and leadership training. Graduate of Medical Sales College (TotalOrtho+ Program), equipped with orthopaedic trauma, reconstruction, and sales knowledge, AO/OTA classification expertise, and OR protocols. Driven to leverage technical skills and people-first communication to deliver value to surgeons, hospitals, and patients.

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| **Summary of Qualifications** |

• Six years of combined experience in clinical research, patient care, hospitality, and leadership.

• Graduate training in Orthopaedic trauma, reconstruction, Sports Med, and biologics (Medical Sales College, TotalOrtho+).

• Proficient in case coverage, AO/OTA classification, OR protocols, and sterile technique.

• Strong interpersonal and communication skills, with proven ability to build rapport with surgeons, OR staff, and cross-functional teams.

• Top-ranked AFROTC cadet, developing servant leadership, discipline, and resilience transferable to customer-facing sales roles.

• Experienced in data analysis, regulatory compliance, and clinical coordination with Medidata and Lenstar Biometer.

 **Education**

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| **Medical Sales College – Atlanta, GA**TotalOrtho+ (Orthopaedic Specialties) | 07-2025 | 10-2025 |
| **University of Alabama at Birmingham – Birmingham, AL**Bachelor of Fine Arts, Musical Theatre / Pre-Medicine Track | 08-2021 | 05-2025 |
| **Millikin University – Decatur, IL**Bachelor of Fine Arts, Acting | 08=2017 | 05-2021 |
| **Jacksonville State University – Jacksonville, AL**Bachelor of Science, Pre-Nursing Studies | 05-2018 | 07-2020 |

 **Professional Experience**

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| **UAB Heersink School of Medicine – Birmingham, AL**Ophthalmology Study Research Coordinator | 02-2025 | 07-2025 |
| * Advanced ophthalmology research on ocular biomechanics using Tree Shrews and Lenstar Optical Biometer.
* Conducted statistical analysis to evaluate experimental outcomes.
* Prepared datasets and findings for presentations, manuscripts, and reports.
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| **University of Alabama at Birmingham – Birmingham, AL**Clinical Research Coordinator (Pediatric Infectious Disease Division) | 05-2021 | 11-2021 |
| * Coordinated COVID-19 vaccine clinical trials (Pfizer, Moderna, pediatric), enrolling and monitoring patients.
* Ensured IRB/regulatory compliance and maintained clinical data integrity.
* Oversaw lab work and supervised team members during study operations.
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| **Queen’s Park & Neon Moon – Birmingham, AL**Bartender | 06-2022 | 01-2024 |
| * Delivered consistent customer service in a fast-paced, high-pressure environment.
* Built interpersonal communication skills transferable to client and surgeon engagement.
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| **Jacksonville Internal Medicine – Jacksonville, AL**Patient Care Technician* Assisted physicians with patient intake, diagnostic tests, and medical documentation.
* Supported patient care through physical assessments and direct clinical interaction.
 | 05-2015 | 07-2018 |

 **Leadership & Training**

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| **U.S. Air Force ROTC – Detachment 012, Samford University**Cadet* Ranked top of class for two semesters, recognized for leadership and performance.
* Led peers in field training, leadership labs, and physical fitness programs.
* Developed decision-making, resilience, and servant leadership under pressure.
 | 07-2023 | 01-2025 |
| **Sigma Alpha Epsilon – Millikin University**Executive Board Member* Served in two governance roles on the Executive Board, helping guide fraternity operations and chapter growth.
* Coordinated member recruitment, budgeting, and events, balancing tradition with university compliance requirements.
* Strengthened organizational, interpersonal, and mentorship skills through peer leadership.
 | 3 Semesters (2018-2020) |

**Skills**

* Medical Sales: AO/OTA Classification, Case Coverage, OR Protocols & Sterile Technique
* Clinical: Data Analysis, Regulatory Compliance, Medidata, Lenstar Biometer
* Leadership: Servant Leadership, Team Training, Communication Under Pressure, Mission Preparation/Execution
* Certifications: AdvaMed Code of Ethics, OR Protocols, Electrical & Radiation Safety, National Patient Safety Goals, BLS Basic Life Support