

Client Name

City, State ♦ Phone ♦ Email

PROFILE: PHARMACEUTICAL SALES PROFESSIONAL

Award-winning pharmaceutical sales leader with 20+ years of combined experience in sales management, team management, and account development.

- ◆ Exceptional leader committed to providing exceptional service to clients, while ensuring profitability, growth, and long-term success of employer.
- ◆ Top performer who excels at analyzing client needs, identifying lucrative sales opportunities, and attaining leverage in rigorous markets.
- ◆ Strong background in customer service management, personnel development, project management and pharmacy technology integration.

SIGNATURE STRENGTHS

Strategic Planning • P&L Accountability • Team Leadership & Motivation • Vendor Relations • Scheduling
OSHA / Regulatory Compliance • AP / AR • Budgeting • Expense Control • General Ledger • Presentations
Product Marketing • Business Development • Account &/or Territory Management • Client Relationship Management
Market Analysis • Client Needs Assessment • Talent Management • Teaching and Learning • Merchandising
Peer Tutoring • Peer Mentoring

Sectors: Pharmaceutical Sales

ACHIEVEMENTS & EXPERIENCE

IMPAX LABORATORIES – **SPECIALTY SALES REPRESENTATIVE** ♦ 2/2016 - 3/2018

Advanced through positions of increased accountability due to consistently exceeding goals and expectations for this pharmaceutical company, branded medication focused in neurology products. 2015 revenue \$860,469, 2016 \$824,429 and 2017 \$775,787, Sales force of 116 specialty representatives. Launched Impax's first branded drug Rytary (for Parkinson's disease)

Identified and developed profitable new business opportunities and achieved sales targets. Brought new business and increased company revenue by conducting promotion activity Central Indiana for Rytary, Zomig Nasal Spray, and Emverm, focusing on neurology, pediatrics, IM, NP, and PA. Established and maintained robust relationship with customer for repeat business. Managed speaker programs and delivered information of products and services to clients, while acting as a managed care point person. Collaborated closely with physicians to meet the company objectives and patient needs.

- ◆ Leveraged advanced sales techniques, resulted in 20% increase in Rytary Trx for Q3 2017 and exceeded Rytary baseline goal by 22% Q2 2017.
- ◆ Sold pharmaceutical products to clients and enhanced Rytary market share growth Q2 2017.
- ◆ Raised Rytary weekly prescription from 11 per week to 20 per week ending 12/2017 an increase of 82%.

EISAI, INC. – **MEDICAL SALES SPECIALIST** ♦ 9/03 – 6/15

Administered 4B in revenue, managed 10k employees global, 1200 US employees, products in Central Nervous System and Oncology. Major products; Aricept, Aciphex, (each achieved over \$1 Billion in sales) Belviq and Banzel

Managed products promotional activities in three diverse territories with emphasizes on Neurology, Primary care and Endocrinology. Explained products specifications to physicians and staff on efficacy/dosing/possible side effects. Substantially increased productivity by directing sales activity in Indianapolis metro area for Aricept®, AcipHex®, and BELVIQ®. Implemented strategies to grow revenue in new markets and a new methodology to provide better qualification of active sales engagements. Organized team volunteer activities for walk from obesity, epilepsy foundation, breast cancer walks, and knights of Columbus.

- ◆ Elevated territory sale performance by 20% through implementation of sales strategies.
- ◆ Exceeded total revenue objectives and ranked in the top 15% of metabolic sales force.

- ♦ Consistently earned Pinnacle Awards for Central Region from 2011 to 2013.
- ♦ Coached and mentored new and existing employees to improve their performance skills needed for the job functions; developed thought leader and speaker on product management.
- ♦ Earned Nightingale Award ranking of top 20% and 12/186 in the national sales force 2013 and 2014 respectively.
- ♦ Nominated to the sales and technology task force FY 2010/2011.
- ♦ Sold pharmaceutical products to clients and enhanced Rytary market share growth Q2 2017.
- ♦ Increased Belviq total prescriptions (TRX) from 74 in Q1 to 194 in Q4 an increase of 162% finished 107% of goal.
- ♦ Ensured attainment of 124% of assigned goal, nation averaged 119, and finished in top 15% of company.

Career Note: Details of early career success are available on request during an interview and include:

PDI - Pharmaceutical Sale Representative

Fabiano Brothers - Sales Representative

Pfizer/Warner Lambert - Territory Distribution Representative

Rite Aid Pharmacy - Store Manager

EDUCATION

Master of Science, General Administration
Central Michigan University

Bachelor of Science, Personnel Management/Industrial Relations
Ferris State University