

# CLIENT NAME, BSN, RN

Address  
City, State

123-456-7877  
clientname@yahoo.com

## EXPERIENCED PHARMACEUTICAL SALES REPRESENTATIVE New Business Development - Customer Retention – Territory Expansion

- ▷ Consistently recognized, top-performing pharmaceutical sales professional with over 12-years' experience in sales and territory management and a dynamic and strategic aptitude to fulfill company goals and objectives. Keen ability to motivate others through influential leadership and carefully delegated assignments. A **Recent BSN graduate with a successful pharmaceutical sales background** and a history marketing a variety of pharmaceutical products such as: Rhinocort Aqua, Levoquin, Ditropan XL, Elmiron and Ultracet.
- ▷ Strong work ethic and track record of successfully meeting and exceeding the most aggressive company and sales metrics. High level of integrity and optimism with a history of developing long-lasting business relationships based on a foundation of trust, integrity, and outstanding client service. Major Accomplishments include: **Regional Sales Representative of the Quarter Award winner, Top 10% Regional sales ranking, #1 District Sales ranking, Team Work Award winner, 34.5% market share growth, Launch experience with new drugs.** Profit-driven strategist distinguished for leadership and positive attitude. Expert at implementing innovative strategies, with keen a ability to build successful business relationships.

## Account & Business Development Qualifications

- Account Management
- Industry Networking
- New Business Development
- Tactful Closer
- Consultative Expert
- Multitasking in Fast-Paced Environment
- High-Impact Decision Making
- High-Level Sales Proficiency
- Strict Timeline Adherence
- Detailed Documentation
- Microsoft Office Suite
- Sales & Marketing Initiatives
- Revenue, Profit & Growth
- Exceptional Communicator
- Process Improvements
- Strategic Planning Initiatives
- Operations Management
- Implementation/Execution
- Staff Leadership & Training
- Account/Territory Management

## Professional Platform

### Novaquest/Eli Lilly Pharmaceuticals

2004-2009

Spearheaded and drove the sales and promotion of **Cymbalta, Symbyax, Strattera, Evista, and Cialis** to top prescribing primary care physicians and OB/GYN offices

### PHARMACEUTICAL SALES REPRESENTATIVE

#### Business Growth/Field Sales

- ▷ **Oversaw and executed the development of territory** business plans with team in order to achieve maximum return on investment and continued positive market share growth in specified territory.
  - Consistently ranked in top 1/3rd of Southeast Region for P1 Cymbalta sales
  - Consistently ranked in top third of region since Q1 2007
  - Increased in market share from Launch of Cymbalta to 7.8% in territory
  - 106% to Goal for Symbyax for Q2 2009
  - Achieved 95-100% in reach/frequency reports in each of four tiers

#### Awards/Achievements

- ▷ **Consistently acknowledged with awards of achievements** for performance and entrusted with roles of increasing responsibility due to accountability and strong work ethics.
  - Winner of 2008 TeamWork Award
  - Assumed the responsibility of Knowledge Management champion for the district

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## **Innovex/Astrazeneca Pharmaceuticals**

**2002-2004**

Directed, oversaw and accomplished the sale and promotion of **Rhinocort Aqua** to 100 top prescribing Allergists, Otolaryngologists, Pediatricians, Pulmonologists, and Family Practitioners in a very large territory

## **Innovex/Ortho-McNeil Pharmaceuticals**

**2002-2003**

Executed the sale of **Levoquin, Ditropan XL, Elmiron and Ultracet** to top prescribing physicians in 100 Primary Care, Urology, and OB/GYN offices

### **PHARMACEUTICAL SALES REPRESENTATIVE**

#### **Field Sales/Territory Management**

▷ **Innovex/Astrazeneca:** Created and developed territory business plans with cylinder partners in order to achieve maximum return on investment while increasing market share. Achieved:

- Positive continuous market share growth with +1.08 from April 2004 to May 2004.
- Top frequency/calls reached percentages in district continuously from March to present.

▷ **Innovex/Ortho-McNeil:** Delivered precise core messages and presentations for each of the products while upholding the values, philosophy, and company goals for both Innovex and Ortho-McNeil Pharmaceuticals. Increased market share for Ortho-McNeil primary care franchise product line. Accomplished the following achievements:

- Awarded Southeast Region Representative of the First Quarter 2003
- Developed and managed Knoxville West territory achieving growth ranking from #48 to #7 in less than 8 months
- Effectively coordinated with quad partners, hospital representative and Women's Health Care representative to increase market share for Levaquin, Ditropan XL, Ultracet, and Elmiron
- Achieved continuous growth with Levaquin anti-infective attaining 19.4% current market share
- Ranked #1 of 7 in district for Levaquin Rx market share
- 97.8% forecast attainment for Elmiron with 34.5% share growth second quarter 2003
- Increased revenue of \$22,000 for Elmiron from prior year
- Ranked #4 of 14 for Ultracet/analgesic Rx market share in the first quarter of 2003

#### **Client Relationship Management**

▷ **Collaborated with team partners to educated territory physicians** while focusing on regional and territorial business growth and expansion and depicted in detailed business plan.

#### **Process Improvement**

▷ **Created and executed high-impact strategies** to increase business and decrease loss. Delivered presentations to key-stakeholders and management representatives.

#### **Education**

**GRADUATE ASSISTANESHIP TO CHAIR OF COMMUNICATIONS DEPARTMENT**

**COMPLETED MASTER'S LEVEL MARKETING CLASSES/CREDITS**

**BACHELOR OF SCIENCE, PUBLIC RELATIONS/COMMUNICATIONS**

Austin Peay State University, Clarksville, TN

**BACHELOR OF SCIENCE IN NURSING (RN/BSN), CUM LAUDE; 2013**

South College, Knoxville, TN

#### **Military Experience**

**UNITED STATES ARMY/CORPORAL STINGER TEAM CHIEF, 1988-1991 (HONORABLE DISCHARGE)**

- 4 years active duty to include Gulf War/Commendation Medal
- Promoted from Specialist to Corporal during tour of Gulf War/Desert Storm