Robert Smith

Clinical Sales Specialist

CONTACT DETAILS

1737 Marshville Road,
Alabama
(123)-456-7899
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SKILLS

Medical Sales, Account Management, CRM.

LANGUAGES

English (Native)
French (Professional)
Spanish (Professional)

INTERESTS

Climbing
Snowboarding
Cooking
Reading

REFERENCES

Reference – 1 (Company Name)
Reference – 2 (Company Name)

PERSONAL STATEMENT

A hardworking and enthusiastic professional with 9 years of experience in instruction. Able to learn new tasks quickly and proficient in implementing and relaying key organizational metrics. Always ready to represent the establishment with a friendly, professional demeanor at all times.

WORK EXPERIENCE

Clinical Sales Specialist

CORAM /CVSHEALTH SPECIALTY INFUSION - 2010 – 2020

Responsibilities:

- Exceed expectations and goals, delivered within budget and on goal (100% to plan Specialty Infusion sales/marketing to wound care HCP surgical and internal medicine; certified CEU presenter.
- Solutions-focused to maximize business goals, medical proficiencies, and supports targeted operational plans to optimize overall territory goals.
- Strategic growth of core therapy; business plan, develop, lead, organize, coordinate, and monitor all aspects of the account growth compound pharmacy hospital and pain management sales.
- Managed accounts from both strategic and tactical standpoints, and provide direction for the development of solutions.
- Trainer educator of prospectus clients on new services therapies, drug protocols, and products.
- Impacted net revenue and profit/loss that meets company objectives.
- Drove Revenue, developing and managing relationships of key clinical decision-makers.

Clinical Sales Specialist

Delta Corporation - 2005 – 2010

Responsibilities:

- Drive Revenue, developing and managing relationships of key clinical decision-makers.
- Identify new patients.
- Manage clinical sales in HHA, SNF, and inpatient and wound care clinics Oversee outcomes management.
- Strong relationship-building skills, nursing, and clinical sales.
- Per diem supporting present accounts and opening new accounts.
- MMI Sold ultrasonic aspirator for tumor resection, cervical replacement disc, various spine instrumentation products, and amniotic source stem cell.
- Worked with physicians, hospitals, surgery centers.

Education

MBA in Business Administration - (Rosemont College - Rosemont, PA)

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