

Diabetes Sales Specialist

ROBERT SMITH

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Objective

Seeks to work in a competitive environment using the focused application of sales and or clinical skills to produce success and even exceed expectations of the organization.

Skills

Marketing Research, Dynamic Self Starter, Excellent Microsoft Word, PowerPoint, & Excel, Bilingual.

Work Experience

Diabetes Sales Specialist

Publicis Touchpoint Solutions/AstraZeneca, Tulsa East Territory, OK - June 2012 - May 2015

- Educating physicians in the set territory about type 2 diabetes medications.
- Education includes drug class, moa, dosing, safety profile, side effects, etc.
- Hosting lunches for physicians for more in-depth clinical conversations about medications and discussions about diabetes.
- Sending medical information requests to AstraZeneca per physician request.
- Collecting and reporting sales data to manager per request.
- Attaining call execution as laid out on performance plan.
- Met all sales goals and expectations on a 120-day performance review.

Diabetes Sales Specialist

Delta Corporation - 2009 - 2012

- Diabetes Sales Specialist, Amylin/Bristol Myers Squibb/AstraZeneca, Los Angeles East Territory, CA April 2013 to July 2014 Successfully transitioned .
- Assisted manager & district with product knowledge on Bydureon based on extensive experience in calling on Endocrinologist & demonstrated success .
- Year End Sales Ranking 65/200.
- Maintained constant sales growth to entire business portfolio District Symlin sales growth contest two time winner 2012 Winner of the District of The .
- Drove sales in the cardiovascular and metabolic markets Performance.
- Top 10 Regional performer in 2014 Highest tier winner in Invokamet launch challenge in 2014 Monitor market conditions and analyze changes in the .
- Appointed to role of sales advisory board under the direction of management and regional sales director, due to excellence in culture adherence, team .

Education

License - (Registered Nurse in the State of Oklahoma)