

ROBERT SMITH

Diabetes Sales Specialist

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

SUMMARY

Seeks to join a team that will allow utilizing sales and marketing skills to promote an increase in clients; while developing long-term relationships for the company. Utilizing fifteen years of goal attainment and superior organizational and rapport-building skills to obtain and develop a sales position.

CORE COMPETENCIES

Sales Training, Institutional Sales, Management.

PROFESSIONAL EXPERIENCE

Diabetes Sales Specialist

ABC Corporation - May 2007 – July 2013

Key Deliverables:

- Include targeting, promoting, and selling the Bayer HealthCare, Diabetes Care Medical Devices; Contour USB, Contour, and Breeze 2, to specialized medical or healthcare providers.
- Managed territory in order to maintain existing physician groups and develop relationships with new physician groups to achieve region and corporate objectives.
- Worked closely with the Regional Sales Manager and other region members, to achieve overall objectives.
- Top-performing Sales & Marketing Professional with a proven record of opening, maintaining, and increasing sales volume.
- Strong deal closer, known for persuasive and assertive negotiation skills.
- Exceptional communicator and collaborator at all levels of an organization, recognized for the ability to conduct effective, high-level technical and clinical discussions with physicians and staff.
- Consistently ranked in the top 15% of the national sales force for overall sales attainment.

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Delta Corporation - 2004 – 2007

Key Deliverables:

- Marketing of Invokana and Invokamet for type 2 diabetes to Endocrinologists Launched Invokamet XR Fast start NBRX share contest rank 5/60 .
- ONGLYZA, KOMBIGLYZE XR.
- Partner with the AstraZeneca team of 6 as the specialist liaison promoting Onglyza(TM) and Kombiglyze(TM) XR for Type-2 diabetes to primary care .
- Consistently growing market share during role.
- Aided team in the launch of FARXIGA(TM) tablets for Type-2 diabetes in Feb.
- Sales of two diabetes medications to Primary Care practitioners and Internal Medicine physicians in West TN.

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- Recipient of Leadership Award during initial training in June 2015.

EDUCATION

- Bachelor of Science in Fashion Merchandising - (Ball State University - Muncie, IN)