

ROBERT SMITH

Diabetes Sales Specialist

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Ambitious, energetic individual who has enjoyed working in many different areas, from Sales to Sales Management to Customer Relations to Public Servant, worked autonomously for many years, and possess a strong work ethic accompanied by a high level of self-motivation.

EXPERIENCE

Diabetes Sales Specialist

Quintiles Transnational - SEPTEMBER 2013 - MAY 2017

- Develop and maintain business relationships with key customers through positive interactions with all office personnel.
- Work with the primary care team, specialty team, and certified diabetes educators to grow the market.
- Thoroughly trained in the diabetes disease state and many forms of treatment.
- Detailed knowledge of managed care plans in the territory and their impact on the accessibility of pharmaceuticals.
- Achieved high volume sales in the territory, helping the territory consistently rank in the top 5 in the nation.
- Repeatedly surpass sales goals, performing at 158.8% in Q1 of 2016.
- Accomplished at gaining access to products through the formulary process and managed care pull-through strategies.

Diabetes Sales Specialist

Delta Corporation - 2012 - 2013

- Brought Territory from 122 of 231 to 16 of 240 Representatives nationwide Responsible for Sales of Blood Glucose Monitors to Physicians, Pharmacies, .
- Effectively applied strategic account selling solutions and created new accounts by selling first-in-class injectable diabetes medications Bydureon, .
- Accomplished at gaining access for products through the formulary process and managed care pull-through strategies.
- Reached year-end market share of 12% for Bydureon launch, 2012 Year-end 2012 regional ranking #11; national #28 Year-end 2011 regional ranking #11; .
- Presidents Club Winner 2007, 2008, 2009 Contests Won 2014 - Accelerate the Momentum | 2013 - Top Dawg | 2012 - Finish Strong 2011 - Respiratory .
- Virginia/North Carolina February 2007 - February 2011 Bayer HealthCare Diabetes Care is one of the largest self-testing clinical diagnostic .

- Bayer has long since been a leader in the area of self-testing diagnostic diabetes care and offers a variety of products, services and support to .

EDUCATION

- B.A. in Political Science - (University of New Orleans - New Orleans, LA)

SKILLS

Video Production, Sales, Education, Production.