

# Robert Smith

## Diabetes Sales Specialist

### **CONTACT DETAILS**

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### **PERSONAL STATEMENT**

Patient-oriented Occupational Therapist since 1995. Expert in home care therapy, skilled nursing and acute care rehabilitation with top-notch skills in assessment, plan of care development and guidance of therapy assistants. Develop positive relationships with customers to ensure medical safety and business growth.

### **SKILLS**

Microsoft Office, Time Management, IRep.

### **WORK EXPERIENCE**

#### ***Diabetes Sales Specialist*** **ABC Corporation - August 2003 - December 2008**

##### *Responsibilities:*

- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Emphasize product features based on analyses of customers needs and on technical knowledge of product capabilities and limitations.
- Maintain customer records, using automated systems.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Select the correct products or assist customers in making product selections, based on customers needs, product specifications, and applicable regulations.
- Prepare sales presentations or proposals to explain product specifications or applications.
- Demonstrate and explain the operation and use of products.

### **LANGUAGES**

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

### **INTERESTS**

Climbing  
Snowboarding  
Cooking  
Reading

### **REFERENCES**

Reference - 1 (Company Name)  
Reference - 2 (Company Name)

#### ***Diabetes Sales Specialist*** **Delta Corporation - 1999 - 2003**

##### *Responsibilities:*

- Promoted and generated product sales of a portfolio of diabetic products and education to office based physicians, hospitals, clinics, and pharmacies.
- Targeted audience included primary care, internal medicine, diabetes educators and nutritionist.
- Trained on entire AstraZenca Diabetic Portfolio Farxiga, Xigduo XR, Onglyza, Kombiglyze, XR, Bydureon, Byetta Responsible for highest volume .
- Promoting in Primary Care and Endocrinology.
- Developing thorough knowledge of territory (pre- and post planning) to gain access to Physician in order to effectively educate and engage them in .
- Driving sales performance and ensure sales forecasts and assigned budgets meet or exceed therapeutic and territory expectations.
- Developing and maintaining in-depth knowledge of market, demographic, and managed care information relative to assigned territory.

## Education

Bachelor of Science in Occupational Therapy - 1988(University of North Dakota - Grand Forks, ND)