

## Diabetes Sales Specialist

# ROBERT SMITH

Phone: (123) 456 78 99

Email: [info@qwikresume.com](mailto:info@qwikresume.com)

Website: [www.qwikresume.com](http://www.qwikresume.com)

LinkedIn: [linkedin.com/qwikresume](http://linkedin.com/qwikresume)

Address: 1737 Marshville Road,  
Alabama

## Objective

National award-winning pharmaceutical sales professional with seven years of successful development and territory management skills. Awarded the 2015 Pinnacle of Excellence (one of only seven recipients nationally).

## Skills

Microsoft Office, Microsoft Word, Microsoft Excel.

## Work Experience

### Diabetes Sales Specialist

**AstraZeneca Pharmaceuticals/Publicis Touchpoint Solutions** - February 2014 – May 2018

- Established routing with partners to maximize product exposure.
- Pre-call plan daily for multiple messages based on doctor segmentation.
- Effective time management and coordination of routing plans, daily/weekly call activities, and superior follow-up to minimize travel and administrative time and maximize the achievement of service objectives. Consistently coached clinic staff with prior authorizations, step edits, managed care statuses.
- Schedule and conduct lunch-and-learns with HCPs to strengthen relationships while successfully managing a monthly budget and complying with good promotional practices.
- Trained to assist physicians in establishing individualized therapy strategies for patient types that meet specific treatment criteria.
- Emphasis on product volume growth, market share change initiatives, brand awareness, and client retention.
- Consistent call average above 12 per day while region performed at 8.5 calls per day.

### Diabetes Sales Specialist

**Delta Corporation** - 2010 – 2014

- Responsible for promoting and distinguishing injectable Insulin/Metabolic Disorder medications to Internal Medicine physicians, Primary Care .
- Ranked #1 of 96 DCS in Rocky Mountain Region (123.8% attainment) Ranked #1 of 27 Victoza Lead DCS in Rocky Mountain Region (148.4% attainment) Ranked .
- Memphis South Territory Specialty Sales force with Astra Zeneca promoting Bydureon and Farxiga to insure increased market share by providing product .
- Previously promoted Byetta, Symlin, Onglyza and Kombiglyze XR.
- Inherited a territory ranked 67/67, ranked 17 nationally Q1/2013.
- Responsible for launch of GLP1 agonist; market share growth and protection of Byetta and Bydureon.
- Promoted 4 oral type 2 diabetic products in this highly competitive market to a large target base.

## Education

Masters in Industrial/Organizational Psychology - (Louisiana Tech University - Ruston, LA)