

ROBERT SMITH

Diabetes Sales Specialist

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Seeking a responsible and challenging position in a growth-oriented progressive institution where experience and skills will significantly contribute to the overall success of the organization and provide opportunities for career growth.

AUGUST 2015 - JULY 2018

DIABETES SALES SPECIALIST - SANOFI

- Provide product knowledge and associated benefits to health care providers.
- Plan routes effectively and schedule appointments to complete outside sales calls.
- Educate, develop and maintain relationships with prescribing health care providers.
- Develop relationships with additional advocates in prescription offices or locations to improve customer relationships.
- Meet and exceed sales goals.
- Coordinate promotional efforts with peers to increase sales.
- Report sales activities and territory expenses as necessary.

2011 - 2015

DIABETES SALES SPECIALIST - DELTA CORPORATION

- Successfully launched and promote diabetes products to primary care.
- Responsible for Jardiance, Synjardy, Glyxambi, Tradjenta, Jentadueto XR in Central and Eastern Washington.
- Market and promote products to Family Practice and Internal Medicine offices in the Detroit Region, Taylor and Downriver area.
- Promoted Onglyza, Kombiglyze XR, Farxiga, Xigduo XR and Bydureon over the course of my tenure in the diabetes market place Lead and develop effective .
- Achieved Top 15% at AZ/BMS in 2015 Q1, nominated as Pharmacy Initiative point and to Employee Resource Group, developed competitive product review, .
- Responsible for the sales and market share growth of Prandin, Novopen 3 and Claritin Provided consultation to Endocrinologists, Allergists, .
- Consistently grew market share of product portfolio through disease state and product expertise, relationship building, and self-motivation.

EDUCATION

Master Of Arts In Education - (The Catholic University - Washington, DC)

SKILLS

Selling, Pharmaceutical Sales, Relationship Building, Communication, Data Analysis.