

# ROBERT SMITH

## Diabetes Sales Specialist

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

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### SUMMARY

Self-motivated and results-oriented sales professional with extensive product knowledge. Extensive history of sales success in a variety of health and pharmaceutical-related sales. Proven ability to consistently reach and exceed sales goals. Demonstrated leadership ability in coaching sales teams to meet and exceed sales quotas.

### CORE COMPETENCIES

Diabetes, Endocrinology, Cardiovascular, Podiatry.

### PROFESSIONAL EXPERIENCE

#### Diabetes Sales Specialist

**Publicis Touchpoint Solutions - AztraZeneca - January 2016 – July 2018**

#### Key Deliverables:

- Develop and implement a territory business plan centered on Diabetes specialty customers.
- Demonstrated a deep, clear, and thorough understanding of the Diabetes disease state, Diabetes products, and relevant competitor products, including their mechanisms of action, indications, efficacy, and safety when speaking with prescribers.
- Used highly effective territory management skills and exemplary selling competencies.
- Collaborate with territory matrix team on identifying business opportunities and developing appropriate tactics and strategies.
- Fosters team effectiveness and accomplishment of shared goals by sharing knowledge, experience, and information.
- Drove market share growth and maximize sales performance within the indicated use and for the approved patients.
- Consistently grew market share of product portfolio through disease state and product expertise, relationship building, and self-motivation.

#### Diabetes Sales Specialist

**Delta Corporation - 2015 – 2016**

#### Key Deliverables:

- Called on target physicians and other customers in order to drive NRx share and volume.
- Consistently grew NRx marketshare by increasing new product trials.
- Skills Used Sales, communication, organizational, multi-task, presentation, recruiting, bargaining, relationship development and maintenance, .
- Amylin Contract) - Burlington, MA 2012 - April 2013 Diabetes Sales Specialist Accountable for launching and co-promoting injectable diabetic .

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- Key Achievements Current overall IC ranking 24/325 territories- top 7%.
- to target goal.
- Current QTD Bydureon rank 43/153 Responsible for developing 7 new Bydureon prescribers (the territory currently has 26 Bydureon prescribers) .

### EDUCATION

Bachelor of Arts in Theatre Arts - (Eastern Kentucky University - Richmond, KY)

