

Robert Smith

Diabetes Sales Specialist

CONTACT DETAILS

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PERSONAL STATEMENT

Award-winning pharmaceutical sales representative with enthusiasm to demonstrate success in clinical diabetes sales while promoting products that make a significant difference in improving the lives of patients. Unique skill sets and knowledge of multiple therapeutic groups. Successfully execute territory business plans for treatment options for complicated disease states while achieving quota-surpassing sales that contribute to company growth.

SKILLS

Advanced Windows
OS/MAC, OS X Server
Administration, Novell
NetWare, MS Office
Suite.

WORK EXPERIENCE

Diabetes Sales Specialist

Publicis Touchpoint - November 2014 - July 2017

Responsibilities:

- Responsible for developing as a partner in treating patients with diabetes through the development of long-term relationships with key healthcare providers.
- Executed successful launches of a product in a new therapeutic class and a combination product for diabetic patients.
- Develop and execute aggressive quarterly business plans.
- Work with Regional Business Manager, District Business Manager, and AstraZeneca selling the team to develop and implement product strategies to fully and consistently penetrate identified accounts to generate an increase of sales in a designated territory.
- Organize educational programs in order to access customers to drive incremental sales volume and market share while monitoring operating costs and compliance with the territory budget.
- Initiate sponsorship of hospital system patient educators meetings to raise awareness of patient wellness programs and other resources available to diabetic patients, thus maximizing relationships with key accounts to increase access and selling opportunities.
- Selected by peers to represent the district at the regional level with the purpose of improving corporate culture.

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 - 2012 - 2014

Responsibilities:

- Contracted with Astra Zeneca to educate, promote, and sell specialists in St.
- Louis and southwest MO on Farxiga, Xigduo XR, Onglyza, and Kombiglyze XR oral diabetes medication.
- Member of the Amylin Synergy Team Launched Bydureon.
- Call on FP, IM, and specialty prescribers to grow marketshare.
- Consistently met or exceeded quotas/objectives for ADC products for 5 years Accomplishments Ranked 4/(200) for market share penetration (Freestyle .
- Contract assignment with Sanofi-Aventis Pharmaceuticals to drive growth for the Diabetes Division in Atlantic, Cape May, Ocean and

Mercer Counties, NJ.

- Selected by District Manager to mentor and guide the development of new sales representative.

Education

Bachelor of Science - (Purdue University - West Lafayette, IN)