

Robert Smith

Diabetes Sales Specialist

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SUMMARY

A results-driven professional with over 15 successful years of sales experience seeking a pharmaceutical/medical sales position with a prosperous, innovative company. Superior relationship building, problem-solving, presentation, and closing skills with the ability to work independently and in a group environment.

SKILLS

Microsoft Office, Selling, VEEVA.

WORK EXPERIENCE

Diabetes Sales Specialist

InVentiv Health/Sanofi Pharmaceuticals - June 2013 - May 2017

- Responsible for growing market share to Specialty and Primary Care Physicians.
- Effectively delivered high-impact clinical sales presentations differentiating products for optimal positioning within the territory.
- Utilized market research, published reports, consultants, and key decision-makers to assess market opportunities.
- Exercised strong oral, written, interpersonal communication, and analytical skills to manage sales with large strategic accounts.
- Contributed excellent influencing skills to convert two Durable Medical Equipment accounts to exclusively using blood glucose meters.
- Coordinate and execute different strategies to grow market share in endocrinologists and primary care markets.
- Execute successful launches for two new products.

Diabetes Sales Specialist

Delta Corporation - 2009 - 2013

- Responsible for selling diabetic oral medication that improve glycemic control in type 2 diabetic patients.
- Supporting a contract with Astra Zeneca calling on providers in El Paso and Southern New Mexico.
- Calling on primary care physicians to include family practice and internists.
- Also calling on specialists such as Endocrinologists and Nephrologists.
- Territories - Michigan and Indiana) Call on primary care physicians in Indiana to promote Onglyza and Kombiglyze XR for Type 2 diabetes Collaborate .
- Successfully sold & educated primary care prescribers on the benefits and use of Bydureon and Byetta for their patients with Type 2 Diabetes; .
- Diabetes Care Specialist-Hazleton Territory Responsible for possessing technical knowledge of Injectable .

EDUCATION

Master of Science in Exercise Physiology/Adult Fitness/Cardiac Rehabilitation - (Ball State University - Muncie, IN)