ROBERT SMITH

Oncology Sales Specialist

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SUMMARY

An Oncology Sales Specialist, with a demonstrated track record, seeking a position where my skills and experience will be effectively utilized in a challenging environment to exceed company goals and objectives.

CORE COMPETENCIES

Experience In The Pain Market, Experience In Calling On Physicians That Specialize In Pain Management.

PROFESSIONAL EXPERIENCE

Oncology Sales Specialist

ABC Corporation - November 2001 – December 2006

Key Deliverables:

- Marketed Lilly Oncology product portfolio, Gemzar and Alimta to academic as well as community based Medical Oncologists.
- Fostered relationships with key pharmacists, nurse practioners as well as ancillary health care professionals.
- Pivotalled role in developing relationships with key opinion leaders and transition to Lilly Lecture Bureau Speakers.
- Monitored sales web-site to adjust to meet and exceed sales goals.
- Presented Patient Advocacy Literature at District Meetings.
- Selected and participated in Gemzar Message Management Team for using Gemzar for Breast Cancer.
- Appropriately utilized all marketing tools and resources, including computer generated presentations, uses closing skills to move sale to next step (i.e., another appointment, in-service, patient identification, etc.).

Oncology Sales Specialist

Delta Corporation - 1998 – 2001

Key Deliverables:

- Call on hematologists/oncologists and radiation/oncologists in the Hampton Roads, Richmond, Roanoke, Virginia and northeastern North Carolina .
- Market Ethyol, a radio and chemo protectant, which is used to preserve normal tissue from the effects of chemotherapy and radiation.
- Astute in all aspects of reimbursement (Medicare, Medicaid, 3rd party payers, military).
- Responsible for launching and developing new markets in Radiation Oncology and Hematology/Oncology practices for Xclair to treat Radiation Dermatitis .
- Sold Numoisyn to Treat Xerostomia.
- Placed Xclair on the Jackson Memorial, Sylvester Cancer Center, MD Anderson and Moffitt Cancer Center formularies.

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- Ranked in top 5% of national sales.

EDUCATION

- MBA

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