



# CHARLOTTE HARRIS

## Oncology Sales Specialist

✉ support@qwikresume.com ☎ (123) 456 7899 📍 Los Angeles

🌐 www.qwikresume.com

### SKILLS

Oncology Product Knowledge



Emotional Intelligence



Adaptability



Customer Service



Sales Forecasting



Technical Proficiency



### INTERESTS

★ Surfing

🌐 Martial Arts

👥 Community Service

👤 Blogging

### STRENGTHS

⌚ Patience

🏔 Perseverance

📅 Planning

⚙ Positivity

### LANGUAGES



English



Mandarin



Dutch

### ACHIEVEMENTS

★ Achieved 120% of sales target for Xeloda in 2021.

★ Conducted over 15 educational programs for oncology nurses on treatment protocols.

### PROFESSIONAL SUMMARY

Passionate Oncology Sales Specialist with 2 years of experience in driving sales and building relationships within the oncology landscape. Proven ability to communicate complex treatment options effectively and engage healthcare professionals. Eager to apply innovative strategies to improve patient outcomes and achieve sales excellence.

### WORK EXPERIENCE

#### Oncology Sales Specialist

📅 Mar / 2024-Ongoing

Pineapple Enterprises

📍 Santa Monica, CA

1. Managed territory for promoting oral chemotherapy Xeloda to oncologists and healthcare providers.
2. Manage territory sales and achieve quarterly sales targets.
3. Served on the Xeloda Market Advisory Board, developing Key Opinion Leaders for promotional programs.
4. Trained Nurse Educators on side effect management for oncology treatments.
5. Collaborated with medical departments on joint clinical trials with major cancer programs.
6. Successfully transitioned standard care to genomic profiling for breast cancer.
7. Established and maintained strong client relationships to drive sales growth.

#### Oncology Sales Specialist

📅 Mar / 2023-Mar / 2024

Silver Lake Enterprises

📍 Seattle, WA

1. Oversaw Novartis Oncology Portfolio in NE TX and NW LA after the Tissue Engineering Unit's dissolution.
2. Built relationships with key oncologists, hematologists, and specialists.
3. Completed extensive scientific training to promote Sancuso and Fareston effectively.
4. Implemented marketing strategies to enhance product visibility and sales.
5. Managed sales for Zometa and Femara, exceeding sales objectives consistently.
6. Covered Maryland and Delaware, increasing market penetration.

### EDUCATION

#### Bachelor of Science in Biology

📅 Mar / 2022-Mar / 2023

University of Texas

📍 Portland, OR

Focused on cellular biology and human anatomy.