



MASON WILSON

Pharmaceutical Sales Specialist

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PROFESSIONAL SUMMARY

Ambitious Pharmaceutical Sales Specialist with 2 years of experience dedicated to driving sales and building strong partnerships with healthcare providers. Skilled in understanding market dynamics and aligning solutions with client needs. Ready to apply my passion for pharmaceutical sales to enhance team performance and improve patient outcomes.

WORK EXPERIENCE

Pharmaceutical Sales Specialist Jun / 2024-Ongoing
Maple Leaf Consulting Toronto, ON

- Delivered exceptional product knowledge, establishing strong relationships with healthcare professionals.
- Awarded 'Rising Star' for outstanding sales performance during training.
- Served various specialties including cardiology and family medicine.
- Conducted engaging clinical presentations for pharmacists and healthcare providers.
- Led strategic sales initiatives in the central Arkansas territory.
- Received 'Excellence Award' three times for significant contributions to sales growth.
- Successfully launched new medications with over 50 physicians prescribing.

Marketing Director Jun / 2023-Jun / 2024
Crescent Moon Design Portland, OR

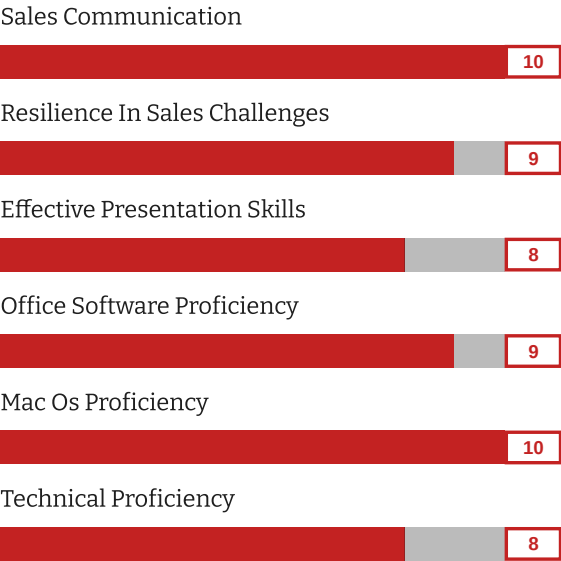
- Engaged with 12-15 healthcare providers daily to educate on new medical studies and enhance referral rates.
- Negotiated pricing and preferred referrals with hospital administrators and insurance companies.
- Managed all aspects of sales strategies and MRI referrals within the assigned territory.
- Organized events to enhance public relations and improve community engagement.
- Coordinated presentations on emerging MRI technologies to healthcare professionals.
- Resolved operational challenges to strengthen relationships and improve referral volume.

EDUCATION

Bachelor of Science in Biology Jun / 2022-Jun / 2023
University of Arkansas Phoenix, AZ

Studied biological sciences with a focus on human anatomy and physiology.

SKILLS



INTERESTS

- 🎧 Podcasts 🗣 Language Learning
🎵 Dancing 🚴 Cycling

STRENGTHS

- 🧠 Intuition 👤 Leadership 🎧 Listening
👥 Mentorship

LANGUAGES



ACHIEVEMENTS

- Increased territory sales by 20% within the first year of employment.
- Developed and implemented training sessions that improved team knowledge and performance.