

# ROBERT SMITH

## Sr. Professional Healthcare Representative

Phone: (0123)-456-789 | Email: info@qwikresume.com | Website: Qwikresume.com

### SUMMARY

Highly trained Sales & Marketing Professional with experience in the medical, retail and B2B industry. Recognized as a results-driven, self-motivated assertive asset, with exceptional rapport development and communication skills. Exceeds at selling with passion, working independently and within team environments.

### CORE COMPETENCIES

Strong Closer, B2B Sales, Budgeting, Strategic Planning, Presentation, Market Analysis & Execution.

### PROFESSIONAL EXPERIENCE

#### Sr. Professional Healthcare Representative

**ABC Corporation - 2001 – 2020**

##### Key Deliverables:

- Presented clinical data and solutions to cardiologists, urologists, neurologists, endocrinologists, allergists and internists.
- Persuaded physicians to prescribe ideal medications based on clinical features and benefits.
- Developed measurable goals for seven years relating to the inflow and outflow sales at two major institutions, Oakwood Hospital and Henry Ford, Dearborn, MI.
- Budgeted up to \$30,000 yearly to ensure appropriate and timely return on investments.
- Coordinated educational programs consisting of local and national key opinion leaders.
- Mentored and trained new hires to ease their transition into their position.
- Secured the highest growth of new prescriptions for Lipitor of 9% compared to district, region, and nation.

#### Professional Healthcare Representative

**Delta Corporation - 2000 – 2001**

##### Key Deliverables:

- August 2011 Goal attainment Lyrica 115% Utilized Pfizer Segmentation data, targeting data and messaging tools available to develop focused .
- June 2011 Trending to Win 1st place 5 for 5 Maintain Contest Pristiq/Celebrex Market share Increase to develop and reinforce the right patient type .
- Achieved more than 22,000 targeted sales calls and interactions annually.
- Prioritized time and budget in a 15,000 square mile territory, 65 major accounts and 850 providers.
- Provided educational material to medical staffs about Pfizer products.
- Earned national, regional and statewide awards for sales goal achievements.
- Managed sales of five products for community based physicians, hospitals, nursing homes, managed care accounts, and Chicago public clinics in the .

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### EDUCATION

- Masters - (Central Michigan University - Mount Pleasant, MI)