

Professional Healthcare Representative I

ROBERT SMITH

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Objective

To utilize extensive medical sales experience in pharmaceuticals, biologics, implants, medical device and home health to contribute to a world class organization.

Skills

Inventory Management, Customer Service, New Business Development, Microsoft Office, Leadership Development.

Work Experience

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ABC Corporation - July 2000 – May 2009

- Responsible for managing primarily two top cardiovascular prescription products, Lipitor and Caduet, in a \$6.84 million market in 2009.
- Maintained a 38% Lipitor market share in a declining lipid market with an overall sales volume of \$8 million through strategic planning and maximizing return on investment resulting in achievement of the top sales award.
- Achieved the Caduet Powerball Winner award in 2009 by being ranked in the top 10% of 44 representatives in new prescriptions in the region through strategic planning and execution.
- Selected by peers to serve on the Catalyst Panel to represent the district at the regional level.
- Contributed to the District of the Region award in 2004 by finishing the year ranked in the top 12% of 82 representatives in the region.
- Selected the appropriate venue and speaker for targeted audience, coached speaker to assure preparedness.
- Represented and managed the respiratory, urology and cardiovascular portfolio to Primary Care Physicians.

Professional Healthcare Representative

Delta Corporation - 1997 – 2000

- Contracted with Pfizer to launch and promote a unique liquid extended-release methylphenidate for the treatment of ADHD in children and adults.
- Am calling on pediatricians, child and adolescent psychiatrists and select primary care physicians within the Central and Southwestern portions of .
- Drove sales of 3 top pharmaceutical products - Zithromax, Glucotrol, and Viagra.
- Top 2 group ranking in Philadelphia market group out of 10.
- Top 15% of all representatives in the United States 78/757.
- This is Dummy Description data, Replace with job description relevant to your current role.
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Education

Masters of Business Administration in College of Business - 2015(Northern Kentucky University - Highland Heights, KY)