

ROBERT SMITH

Assistant Professional Healthcare Representative

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Utilize positive thinking and strong communication skills for companies growth.

2004 - 2009

ASSISTANT PROFESSIONAL HEALTHCARE REPRESENTATIVE - ABC CORPORATION

- Promoted and significantly enhanced the daily presence and appropriate use of Pfizers broad range of cardiovascular product lines.
- Cultivated and nurtured relationships with customers at an executive level.
- Selected by management as Exubera (inhaled insulin) Launch Specialist for Canadian Diabetes Market -ranked top 5% in Nation.
- Worked in close collaboration with 9 Pfizer sales professionals to exceed sales goals and ranking number 1 in the Region.
- Awarded winner for the "Lipitor 7.3B" contest by exceeding NRx goals August-October.
- Appointed as a member of the Leadership Council team.
- Selected by peers and District Manager.

1997 - 2000

PROFESSIONAL HEALTHCARE REPRESENTATIVE - DELTA CORPORATION

- Developed regional mentorship program that resulted in more effective leadership development 2005 grew product by more than 10% quarterly and moved .
- Moved territory rank from 46th to 7th in Regional Business Unit in 2011.
- Ranked #1 in new prescriptions in April 2011 within Regional Business Unit.
- Sold portfolio including Zolofit, Geodon, Celebrex, Bextra, Aricept, Relpax, Lipitor, Caduet, Exubera, Viagra, Chantix, Spiriva, Detrol LA and Toviaz .
- Sold in home respiratory services, equipment and respiratory medications to hospitals, specialty and primary care physicians Successfully completed .
- Responsible & Mastered selling advantages of Lipitor, Caduet & Zmax Finished year in top 15% of nation #4 in Region #1 in District Responsible for .
- Responsible & Mastered selling advantages of Glucotrol XL, Viagra, Zithromax, Norvasc, & Lipitor to Cardiologists, Endocrinologists, Urologists, .

EDUCATION

MEd in Management - (Cleveland State University - Cleveland, OH)



SKILLS

Technical, Computer, Typing.