Sales And Marketing Executive II

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Objective

Sales and Marketing Executive with 17+ years of professional experience in the Medical Domain. More than ten years of experience as a Chemist, with in-depth knowledge of laboratory procedures and equipment. Demonstrated ability to solve problems, meets challenging goals, and expedites production. Skilled administrator and supervisor of professional and technical personnel. A creative designer of the workflow system to eliminate duplication of effort and increase productivity.

Skills

Basic Knowledge In The Areas Of Microbiology, Computers, Accounting, Finance, and Marketing, Budget, Customer Service, MS Office, Google Analytics, Data Analysis, Advertising, Sales Support.

Work Experience

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Health Partners Inc - January 2010 – Present

- Reporting to VP sales manager with responsibilities of promotion and sales, electronic health records in the west area of Puerto Rico.
- Attaining sales objectives by customer and brand within the territory, by executing strategic plans to increase sales.
- Implementing e-health partners strategic plan per brand at each of its clients.
- Understanding account needs (insights) and align to e-health partners strategies to drive sales.
- Attaining and forecasting sales volume by territory into consideration market potential, opportunities for growth, advertising, and promotional support.
- Undertaking business reviews and seek agreement on business development plans.
- Maintaining accurate account data regarding customer profile, balance on payment, and when appropriate, coop advertising and promotional records.

Senior Sales Medical Representative

Glaxosmithkline Inc - September 2000 – December 2009

- Reported to district sales manager with responsibilities for promotion of anti-diabetic and cardiovascular products in north, west, and south area of Puerto Rico.
- Designs all marketing materials including product packaging, catalog, and sell sheets.
- Achieve national contract within two years for creative packaging products, design with national retailers.
- Briefed the creative team on the details of the advertisements they will produce.
- Execute daily cold calls to top level executives to increase client base.
- Consult multi-million dollar company to establish growth in retail markets through media buys and building territories.
- This is Dummy Description data, Replace with job description relevant to your current role. In case if you dont need it you can delete it.

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Education

M.B.A. in industrial Management - December 1997(American University San German)B.S. in Chemistry - May 1989(American University San German)

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