ROBERT SMITH

Assistant Senior Executive Sales Representative I

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Biotech Expertise Consultative / Clinical Selling Contract Negotiations Territory Development Account Management Integrated Delivery Networks Field Sales Force Training Product Launch Expertise Corporate Sales Training Leadership Development Peer Educator Highly accomplished, results-oriented Sales and Account Management Professional with demonstrated success in increasing revenues and market share for pharmaceutical & biologic products with GP / FP, IM, and specialist physicians, physician groups, IDNs and GPOs.

1999 – 2011

ASSISTANT SENIOR EXECUTIVE SALES REPRESENTATIVE I - ABC CORPORATION

- Recruited during company expansion to turn around an underperforming territory into a top-performing entity, promote product portfolio, and prepare for launch of Advair Diskus.
- Sold and increased market share for GSKs respiratory portfolio to allergy, pediatric and pulmonary specialists, and general / family practice and internal medicine physicians in hospitals, and multi-physician and independent practices throughout Northeastern PA.
- Surpassed sales goal 312% and grew market share 50+% for Flonase in Wilkes-Barre area, which resulted in ranking #1 in the region, #2 in the nation, and recognition with the Flonase 50 Club Award in 2006 by targeting ENT and Allergy specialists, and GP / FP practices.
- Secured preferred formulary status and lowest branded co-pay for BC/BS customers within 30 days post-launch of Advair-Diskus by educating marketplace on dual-controller therapy for Asthma and COPD, and targeting directors of pharmacy and KOL physicians with pharmcodynamic and pharmacoeconomic data presentation from national thought leader.
- Selected to serve on the Regional Advisory Board to communicate field ideas and concerns to Regional VP and District Management.
- Responsible for contract management of hospital accounts.
- Selected as Regional Field Trainer for Spirometry and Disease Management Programs.

1995 – 1996

SENIOR EXECUTIVE SALES REPRESENTATIVE - DELTA CORPORATION

- Developed local thought-leaders who provide local and national support to enhance product credibility and communicate the clinical benefits of my .
- Ruby Circle Award Winner.
- Serve as company representative to physicians, pharmacists, and support staff

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throughout North Central Pennsylvania.

- Major responsibility to promote GSK products to Specialists, Internal Medicine, and Primary Care as follows Cardiovascular-Coreg Pulmonary/.
- Responsible for developing new sales, calling on Physicians and Mid-level professionals.
- I was rewarded many accomplishments including sales rep of the year, team leader of the year, rookie of the year, top 3% trip winner of the year.
- This is Dummy Description data, Replace with job description relevant to your current role.

EDUCATION

Master of Business Administration in Pharmaceutical Marketing - (St. Joseph's University)

SKILLS

Sales, customer service skills.