

# ROBERT SMITH

## Specialty Pharmaceutical Sales Representative/Analyst

[info@qwikresume.com](mailto:info@qwikresume.com) | <https://Qwikresume.com>

Results driven marketing manager with over progressive experience in the pharmaceutical industry. Expertise in developing effective, innovative, and customer focused strategic resources.

**1998 - 2007**

### SPECIALTY PHARMACEUTICAL SALES REPRESENTATIVE/ANALYST - ABC CORPORATION

- Promoted to Field Sales Trainer for new hires with company.
- Promoted and sold products to specialized physicians and hospital departments in the areas of Psychiatry.
- Responsible for leading and coordinating all sales activities with Territory Reps in multiple geographically assigned areas.
- Coordinated CME, CE and other educational seminars/ activities/ dinners using local and national speakers.
- Required to actively recruit new speakers for national use.
- Assisted in the roll-out of new pharmaceutical studies, teaching all aspects to Territory partners.
- Stay current with knowledge of current disease states and drugs in the category.

**1993 - 1998**

### SPECIALTY PHARMACEUTICAL SALES REPRESENTATIVE - ABC CORPORATION

- Specialty Pharmaceutical Sales Representative - Outside B2B Formerly Lederle Labs, currently Pfizer Launched eleven pharmaceutical products.
- Provided technical expertise for medications transplant, pediatric (antibiotics and vaccines), pain management, cardiovascular, womens health, IV antibiotics, Infectious disease, smoking cessation, non-steroidal anti-inflammatory and weight reduction while maintaining company integrity.
- Ranked #1 in District, Top 15% in Region.
- Sales Representative of the Year in 1998 and 1987.
- Hospital Sales Expertise in both Community and Teaching institutions for over ten years.
- Designed, Coordinated and executed events including golf outing, dinner galas, speaker engagements..
- This is Dummy Description data, Replace with job description relevant to your current role.

## **EDUCATION**

BS in English - 1988(University of Wisconsin - Madison - Madison, WI)

## **SKILLS**

Excellent Verbal, Writing Skills.