

Award-winning Senior Sales Representative and Field Sales Trainer with more than 5 years of business development experience.

Expertise includes full life cycle business development, pharmaceutical sales, building strong relationships, increasing market share, and securing customer loyalty.

Expertise

- Pharmaceutical Sales
- New Business Development
- Growing New Territories
- Client Needs Assessment
- Consultative Selling
- Executive Presentations and Sales Presentations
- Sales Training and Development
- Customer Relations
- Cold-Calling
- Setting Appointments
- Relationship Building
- Pipeline Development
- Increasing Market Share
- Account Management
- Client-Retention Strategies
- Contract Negotiations
- Marketing
- Advertising Sales
- Selling Features and Benefits
- Overcoming Objections
- Closing Skills

Senior Sales Representative ■ Field Sales Trainer

AREA OF EMPHASIS – PHARMACEUTICAL SALES

Senior Pharmaceutical Sales Representative/Field Sales Trainer with extensive experience growing new territories and training and mentoring new sales representatives. Well-developed skills in all aspects of business development, including prospecting, cold calling, leading meetings and sales presentations, and performing general account management.

▶ **Award-Winning Sales Performance Record:** President’s Circle Winner at Warner Chilcott in 2011 and 2012 for ranking in the top 5% of all sales representatives in the company.

▶ **Market-Leading Sales Growth:** Ranked 1st Nationally out of 96 sales representatives for market-share growth in dermatology. Grew dermatology segment market share by more than 300%.

▶ **Expert communicator, negotiator, and closer:** Demonstrated record of leveraging expert consultative sales skills to achieve breakthrough results for employers in diverse industries.

Experience

ABC COMPANY — Dallas, TX May 2011 – Present
A \$5 Billion global pharmaceutical company specializing in gastroenterology, women’s healthcare, dermatology, and urology.

Sales Representative II/Field Sales Trainer, February 2012 – Present

Perform full life cycle business development of pharmaceutical products for dermatology in a territory that includes Phoenix, Tucson, and Yuma. Train and mentor new sales representatives. Teach new hire business development courses at Warner Chilcott’s corporate office.

- Manage and build relationships with more than 120 dermatology providers; market and sell Doryx 150 Hyclate, an oral antibiotic used to treat acne.
- Set appointments and make sales presentation at 50 to 60 dermatologist offices each week.
- Educate providers on the features and benefits of product; explain characteristics, uses, dosages, effects, and side effects; and communicate other relevant educational information.
- Lead conference calls with other sales representatives to share best practices.
- Fly to other markets around the country to assist and mentor struggling sales representatives.

Key Accomplishments

- Ranked #1 in the nation for market share growth of Doryx 150 Hyclate.

Career Progression, Continued

(Key Accomplishments continued)

- **Preident's Club Award winner in 2011 and 2012; ranked in the top 5% of sales representatives nationwide.**
- **Market leader in Dermatology in the Phoenix territory for 12 consecutive months.**
- Ranked 2nd nationally out of 96 sales representatives in 2011 for market-share growth in dermatology.
- Ranked 2nd nationally out of 78 sales representatives in 2012 for business maintained since April 2012.
- Achieved the highest market share in the nation out of 78 sales representatives since February 2012 to date.

Sales Representative/Territory Manager, May 2011 – February 2012

Performed new-business development of pharmaceutical products to dermatologists in a territory that included Phoenix, Tucson, and Yuma.

- Managed and built relationships with more than 120 dermatology providers; marketed and sold Doryx 150 Hyclate, an oral antibiotic used to treat acne.
- Set appointments and made sales presentation at 50 to 60 dermatologist offices each week.
- Educated providers on the features and benefits of product; explained characteristics, uses, dosages, effects, and side effects; and communicated other relevant educational information.

Key Accomplishments

- **Grew market share from 8% to 25% in 4 months; the highest market share growth in the country in 2011 for dermatology.**
- Promoted to Sales Representative II.
- Promoted to Field Sales Trainer.

ABC COMPANY — Richardson, TX

July 2010 – May 2011

A leading print and interactive marketing company providing online, mobile, and print search marketing via DexKnows.com, print Yellow Page directories, and pay-per-click advertising networks in the United States.

Account Manager/Sales Representative

Performed sales and business development of multimedia advertising services to small- and medium-sized businesses in Phoenix. Sold products and services, managed client relationships, grew market share, and generated new business.

- Scheduled appointments and made sales calls in the field.
- Visited with 10 existing clients and 2 new clients each day.
- Managed a \$100,000 account portfolio; provided customer service and information to more than 100 accounts.

Key Accomplishments

- Exceeded sales and revenue goals; consistently added 2 new client accounts each week.
- Increased digital sales by 40%.
- Maintained 90% of existing client accounts.

Additional Experience:

ABC Company, Dallas, TX, Client Sales Coordinator

August 2007 – July 2010

Education:

UNIVERSITY OF NORTHERN COLORADO — Greeley, CO

Bachelor of Arts Degree in Journalism and Mass Communications