

RESUME SAMPLE

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PHARMACEUTICAL SALES » CAREER FOCUS: BIOLOGICS/INJECTABLES AWARD-WINNING PERFORMANCE • PRESCRIBER RELATIONSHIPS • SALES STRATEGY

DELIVERS CONSISTENT SHARE/RX GAINS – MARKETS PRODUCTS TO HOSPITAL/PRACTICE-BASED PHYSICIANS THROUGHOUT NY/NJ

Decisive, persuasive, and aggressive pharmaceutical sales leader. Perennial top performer and proven closer with phenomenal track record of building and managing relationships with specialty physicians and key opinion leaders (KOLs). Offers over 12 years of experience exceeding goals and quality indicators. Disease area expertise includes cardiology, gastroenterology, neurology, nephrology, women's health, orthopedics, pulmonology, and psychiatry.

SALES PERFORMANCE SNAPSHOT:

- ⇒ 2016: Currently pacing at 117% over goal.
- ⇒ 2014: Selected by commercial leadership to head up brand-new respiratory specialty field force.
- ⇒ 2013: Appointed regional selling champion.
- ⇒ 2012: Elite award for top 10% performance.
- ⇒ 2011: Q1/Q2/Q3 – 102/164/155% of goal; ranked “outstanding” on year-end business review.
- ⇒ 2009: Brand/Brand: 180/208% of goal.
- ⇒ 2008: Elected Brand training champion.
- ⇒ 2007: Brand/Brand: 104/191% of goal.

STRENGTHS & QUALIFICATIONS INCLUDE:

*Key Account Management & KOL Strategy
Influence Building & High-Impact Presentations
Territory Development & New Product Launch
Sales Training & Mentorship
Optimizing Physician Access
Uncovering Unmet Needs
Strong Clinical Knowledge
Branded Sales Messaging
Extensive Experience with Accountable Care
Organizations, Health Systems & Hospital-Owned
Physician Groups*

PHARMACEUTICAL SALES CAREER HISTORY

PHARMACEUTICALS, New Jersey | 2004 – Present

Senior Pharmaceutical Sales Representative (2013 – Present) • **Specialty Sales Representative** (2009 – 2012)

Promoted Brand XR to psychiatrists, rapidly cultivating trust of specialty physicians to bolster NRx/TRx numbers in highly competitive markets. Accounts under management included influential physician practices and psychiatric hospitals including East General Hospital, Mountain Hospital, and Saint John's Regional Medical Center. Transitioned back to primary care territory following organizational realignment in 2012, promoting Brand and Brand to pulmonologists and allergists.

- **Award-Winning Performance:** Met and/or exceeded goals for performance, winning year-over-year awards including 2012 Elite Award (top 10% nationally), multiple #1 and #2 finishes in national market share contests for Brand XR and Brand, Circle of Excellence portfolio rank of #2 in 2011, Q2 2011 territory portfolio rank of #1, and #1 in region growth for TRx in 2011. Currently pacing at 117% of goal for 2016.
- **Product Launch:** Shattered market share goals during Brand launch, capturing #1 market share in district, #2 in the region, and #3 nationally. Appointed Brand training champion for 2010/2011.
- **Field Sales Leadership:** Handpicked by commercial leadership as regional selling champion; tasked with mentoring and guiding field sales teams to ensure alignment with brand strategy and message compliance. Consistently earned accolades for value added to talent development and team building efforts.
- **Turnarounds:** Returned following family leave in 2015 to territory that had fallen to dead last under temporary coverage. Within 3 months, halted losses and reversed negative trend, bringing territory over goal and into top 20%.

PHARMACEUTICALS, New York, NY | ...Continued...

Pharmaceutical Sales Representative (2004 – 2009)

Managed and developed Pharmaceutical's market share in Staten Island territory, marketing Brand, Brand, Brand, Brand XL, and Brand to specialty and primary care physicians.

- **Award-Winning Performance:** Repeatedly recognized for consistently exceeding NRx and TRx goals. Earned 2 promotions in 5 years: to pharmaceutical sales representative in 3 years and to specialty sales representative 2 years later.
- **Market Share:** Achieved year-over-year gains in market penetration, Rx, and top-line revenue figures in challenging territory, garnering highest possible performance appraisal rank of "exceeds expectations" throughout tenure.
- **Sales Strategy:** Devised and implemented tactics to overcome objections. cultivating strategic relationships with prescribers and key opinion leaders (KOLs) to continually achieve increases despite ever-changing market conditions and regulatory climate.
- **Mentorship & Training:** Handpicked by district sales manager as Brand Training Champion for 2008 – 2009, charged with developing product competency and sales tactics for new team members.

PHARMACEUTICALS, New York, NY | 2003 – 2004

Pharmaceutical Sales Representative

Promoted Brand (hypertension), Brand (cardiovascular), and Brand (women's health) to cardiologists, OBGYNs, and primary care physicians throughout Brooklyn, Queens, and Long Island.

- **Territory Development:** Shattered sales goals as new representative, achieving #1 in Northeast within first 8 months in large metro NYC area territory.
- **Specialty Sales:** Catapulted from #98 to #8 in cardiovascular division in year 1, delivering 112% of goal for specialty sales of cardiovascular portfolio.

EDUCATION

UNIVERSITY, City, State

Bachelor of Arts (BA) in Mass Communications, Minor in Sociology

Dean's List 6 Semesters